

NOTE THE SOAP INDUSTRY SECTION

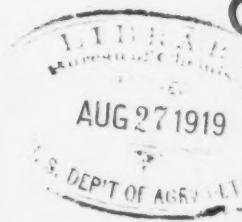
The American Perfumer and Essential Oil Review

PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

AUG. 1919

VOL. XIV
NO. 6



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TWO DOLLARS A YEAR.
TWENTY CENTS A COPY.

NEW YORK, AUGUST, 1919

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DEVELOPMENTS AT WASHINGTON.

Our Washington correspondence, beginning on page 190, gives the latest news available about Congressional action in relation to matters of concern to our readers. The Senate committee has cut out the foolish and utterly useless word "non-potable" and no doubt it now is doomed to stay in the dictionary, where it may or may not belong. The passage of the prohibition enforcement bill still is some distance in the future. At its present rate of speed it may not go through before demobilization is proclaimed. Meanwhile it is up to every individual in all of the associations to watch for possible new trouble. The legislative committees, officers and attorneys will do all they can, but *every man must put his shoulder to the wheel for the united cause.*

Daylight saving's final death blow, now beyond any recall, is a sidelight on the odd sentiment that pervades Congress in prohibition and other matters.

**MAGNIFICENT OPPORTUNITY FOR
PERFUMERS.**

An unusual opportunity for perfume chemists to work to advantage to themselves and to their profession is to be found in the prize offers made in an insert in this issue, between advertising pages 4 and 5, wherein rewards of \$2,000, \$1,500 and \$750 are posted for the first, second and third of the best samples of new perfumes for toilet preparations. The competition is not only novel, but it is to be conducted along lines that will insure the recognition of the merits of the best products offered, while at the same time the secrets of those who may not win will be properly safeguarded.

It must be understood that perfumers who compete will be safeguarded in the results of their research should they not happen to be among the three fortunate chemists who happen to catch the right shade of fragrance. Their formulas will be returned unopened, thus protecting their ideas.

The liberality of the offer should start all perfume chemists at work. We feel sure it will be a difficult task for the judge to select the winners, for the direct reward is very tempting to experienced chemists, but that should not discourage any delvers into the mysteries of aromas, for often the obscure worker may develop something that the "masters" do not equal.

The contest closes December 1, which gives ample time for experimentation, and its terms and conditions are generous and equitable.

NEW PRICE MAINTENANCE DECISION.

A decision handed down July 16 by the United States Circuit Court of Appeals, Fourth Circuit, in the case of Frey vs. Cudahy, goes even further than the court went in the Colgate case as explained by Gilbert Montague, counsel for Cudahy & Co., who said: "This decision really goes further than the recent decision of the Supreme Court in the Colgate case, because in the Cudahy case the court held that a refusal to sell a price cutter was not a violation of the Sherman act nor of the Clayton act, while in the Colgate case only the Sherman act was involved. The Cudahy case also differs from the Colgate case in that in the Cudahy case there had been a trial at which the price cutter had recovered damages against the Cudahy Company upon the apparent theory that suggestions by the Cudahy Company regarding the prices at which Old Dutch Cleanser should be resold by jobbers was evidence of an agreement in violation of the Sherman act if such jobbers thereafter resold Old Dutch Cleanser at these suggested prices. The Circuit Court of Appeals, in reversing the judgment thus obtained by the price cutter, and in sustaining the position of the Cudahy Company, expressly holds that the jury is not justified under such circumstances in assuming that there is any agreement in violation of the Sherman act or Clayton act. The Cudahy case, therefore, is the first application of the Colgate decision to the very practical situation of a manufacturer who has been sued by a price cutter."

NATIONAL SAFETY CONGRESS

The eighth annual "safety congress" of the National Safety Council will be held in Cleveland, October 1 to October 4 and discussion will be had of some of the most important problems before the industrial world in connection with the general purpose of the meeting, which is the question of accident prevention. The first general session will be devoted entirely to a discussion of employees' representation under the following subheads:—"Co-operation and Industrial Progress," "Labor Management and Collective Bargaining," "Practical Aspects of Employees' Representation" and "Employees' Representation from the Standpoint of Organized Labor."

NON-BEVERAGE ALCOHOL WARNING

An important ruling of the Internal Revenue Commissioner in relation to the use of non-beverage alcohol is printed in our Flavoring Extract Section. It gives warning to manufacturers regarding what they must do to escape the penalties which are promised for those who seek to evade or permit evasion of the revenue laws. Commissioner Roper indicates clearly that he does not intend to hamper the legitimate flavoring extract, or any other industry, but he insists that manufacturers must keep their eyes open and comply with the law.

BARBERS' SUPPLY DEALERS TO MEET

The sixteenth annual convention of the Barbers' Supply Dealers' Association of America will be held at the La Salle Hotel, Chicago, October 6-9. The last convention was held in the same hotel and the results were very satisfactory. It is expected that the attendance at this convention will be larger than ever before and that the exhibitors will be more numerous. Further details will be announced subsequently.

A GUARANTEE OF PROSPERITY.

(From Printers' Ink.)

The employment manager of a big industrial plant in a Middle Western city testifies that of two concerns in the same business, one, the largest national advertiser in its field, attracts a class of labor of evident superiority to the class attracted by its largest competitor, a concern even greater in size but extremely conservative in its use of advertising space in national mediums. The experience of this manager qualifies him to give accurate testimony. He says that the better, brighter workmen prefer to work with the company that carries its story to the people in a big and impressive way. It is their guarantee that the company is going ahead, that its profits will be larger and larger—and that a greater and greater share of this increased revenue will come back to the workmen as increased earnings.

AMERICAN CHEMICAL SOCIETY.

Prominent Federal officials and chemists in the government service are arranging to attend the first meeting of the newly organized dye section of the American Chemical Society at the society's fifty-eighth annual meeting, to be held in Philadelphia, Sept. 2 to 6. They say that this will be the largest assemblage of chemists ever held on the American continent and all branches of the Federal service will be represented. Officers of the Chemical Warfare Service of the United States will be present to tell of developments which came under their personal observation and many new applications of new-found knowledge will be suggested.

Dr. Samuel Tucker, of the Chemical Foundation, Inc., will deliver an address on the work of the Foundation's Department of Patents, which controls all of the former German-owned processes and patents. Means to prevent the piracy of patents also will be discussed.

IMPORT LICENSE NEED NOT BE SHOWN

The War Trade Board Section of the Department of State announces for the information of importers that American Consuls abroad have been instructed that it is no longer necessary to require evidence of the issuance of an import license before certifying an invoice covering the shipment of any commodity whatsoever, notwithstanding such commodity may be one whose importation is still subject to control by individual license. The foregoing regulation supersedes and cancels the regulation contained in the third paragraph of W. T. B. R. 533, issued January 29, 1919.

Not a Better Trade Publication.

(From the Emerald Toilet Co., manufacturers of toilet preparations, Minneapolis, Minn.)

We have been on your subscription list for years, but never did we take so much satisfaction in renewing our subscription. We always felt as though your old subscription left us under a moral indebtedness that we could not discharge.

We were more than pleased when you made your new rate more nearly commensurate with its value. Today there is not a trade publication in the United States that in subject matter, typographical display, stock, and interesting advertisements, approaches THE AMERICAN PERFUMER.

May your advertising and subscription lists keep pace with your publication improvements.

BABSON ON THE TRADE OUTLOOK.

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

The Broad Outlook.—Present prosperity rest on a very unstable foundation. A continuance of inflationary conditions, of extravagance, and of our abnormal export trade is necessary to perpetuate it. Are any of these things permanent? Inflation inevitably creates an unhealthy state of affairs, and the longer it continues the more severe will be the reaction. Extravagance is always followed by retrenchment. In order to maintain our present abnormal export trade, to say nothing of expanding it, it will be necessary to finance it to the extent of billions of dollars, for Europe is in an impoverished condition. This is not going to be a simple task. Furthermore, it means an added strain on the money market. Money conditions have already made themselves felt in the stock market and from now on will be an important factor. It is folly not to heed the warning given by the recent tightening in the call money market.

Industrial stocks are now above the boom levels of 1916. Everything is on an inflated basis. Wages and other operating costs are still climbing. Labor unrest is not diminishing. A wave of wild speculation and extravagance has spread over the country. In short, the stage is set for a broad downward movement in industrial stocks. When it will come, no one can tell.

The European Crisis.—So long as the League of Nations rests only upon treaties, armaments will continue. When, however, there is an economic and financial indebtedness to cement the nations together, there will then be a real interest and desire to reduce armaments. The amount of money which otherwise must be spent in the armament race will nearly pay the interest on the world's government debts. Only as the nations give up their armaments and use the money for interest payments which they have hitherto spent on armies and navies, can they hope to recover themselves.

The League of Nations as presented is far from perfect, but it can be made the nucleus of the organization which is needed. We believe it is the only hope of preventing a cataclysm in Europe. There is no half-way position. We must make the choice between adopting such a plan and putting our whole soul into carrying it through, or else see Europe repudiate her indebtedness and become bankrupt. This, of course, would mean a spread of Bolshevism, and a great many other bad things would ultimately follow. Under such conditions we would immediately witness failures in this country of firms now engaged in European business, and of other firms allied to these firms. Consequently, there would be financial troubles here at home. The fall in prices would then come, followed by unemployment and general depression. I repeat the statement I made a few months ago, "We are sitting on a keg of powder!" Ultimately all nations of the world suffer and prosper together. It is up to us now either to help pull Europe through, or else sit by and suffer when Europe blows up.

The only remedy for insolvency is some sort of reorganization or the formation of a real League of Nations which will finance the rehabilitation and have taxing powers to make good its bonds. If the people of

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Baltimore, Md.

Druggists', Chemists' and Perfumers' Glassware

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,

80 Maiden Lane, New York City.

Gentlemen:

Referring to our advertisement appearing monthly in THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, would say that the results obtained are very satisfactory. We are enabled to keep before the trade illustrations of our product, and a considerable volume of business comes to us from districts too remote to be reached by our representatives.

Assuring you that it gives us much pleasure to be able to recommend your publication as an advertising medium, we remain,

Yours very truly,
CARR-LOWREY GLASS Co.

the United States would actually invest their money in the loans, instead of spending it, we should be able to let the Europeans get the supplies they need, because Americans would not then be competing with them for the goods. During the war the Government accomplished this, in part, by an appeal to patriotism and by checking the manufacture and sale of non-essentials. We do not think, however, there is any chance that this will be done again.

Even if it were possible for the United States to finance the rehabilitation of Europe, this would not relieve the unsound financial situation among the European powers. The figures regarding the debt of France speak for themselves. The enormous losses of Russian and Turkish securities which French investors have sustained still further deplete the paying power of France. All things considered, Italy is little better off, while Germany, Austria and Rumania are in even a worse position. In view of the above facts it is evident that the late belligerents, with probably the exception of Great Britain, are practically insolvent!

MORE FOREIGN MISSIONS COMING

Invitations extended by the Chamber of Commerce of the United States to Great Britain, France, Italy and Belgium for a joint Commercial Mission to visit this country in the autumn have been accepted. The Missions are due to reach the United States in time to participate, at Atlantic City during the week of September 29, in an International Trade Conference. This conference will be attended, according to present plans, by at least a thousand leaders in American business, who in meetings with members of the Missions will discuss many phases of international trade relations. At the end of the International Trade Conference the plan is for the Missions to tour the country, visiting the chief industrial and commercial centers. The return to Europe will be about November 1.

On the tour, which will be conducted under the auspices of the National Chamber and its member organizations, the Missions, through conferences and public meetings, will inform American business men of the part they can take in the rehabilitation of Europe.

SENATE FURTHER AMENDS THE PROHIBITION BILL

WASHINGTON, D. C., Aug. 18.—The Judiciary Committee today reported the Prohibition Bill (H. R. 6810) to the Senate. In reporting the bill the committee made very few changes as reported by the Judiciary Committee by the sub-committee headed by Senator Sterling of South Dakota. As a matter of fact there were no changes of any note in the sub-committee's report in those Sections which are of interest to readers of THE AMERICAN PERFUMER.

One of the Sections of interest is No. 4 under Title II on Prohibition of Intoxicating Beverages.

Section 4 as it finally passed the House, which was just at the time that the July issue of this paper was going to press, read as follows:

"Sec. 4. That the articles enumerated in this section shall not, after having been manufactured and prepared for the market, be subject to the provisions of this Act if they correspond with the following descriptions and limitations, namely:

"(a) Denatured alcohol or denatured rum produced and used as provided by laws and regulations now or hereafter in force.

"(b) Medical preparations manufactured in accordance with formulas prescribed by the United States Pharmacopoeia or National Formulary of the American Institute of Homeopathy that are non-potable and unfit for use for beverage purposes.

"(c) Patented, patent, and proprietary medicines, that are non-potable and unfit for use for beverage purposes.

"(d) Toilet, medicinal, and antiseptic preparations and solutions that are non potable and unfit for use for beverage purposes contained in bottles or packages, upon which are printed conspicuously and legibly in English the exact quantity by volume of alcohol in such preparation.

"(e) Flavoring extracts and syrups that are unfit for intoxicating beverage purposes.

"(f) Vinegar.

"A person who manufactures any of the articles mentioned in this Section may purchase and possess liquor for that purpose, but he shall secure permits to manufacture such articles and to purchase such liquor, give the bonds, keep the records, and make the reports specified in this Act and as directed by the Commissioner. No such manufacturer shall sell, use, or dispose of any liquor otherwise than as an ingredient of the articles authorized to be manufactured therefrom. No more alcohol shall be used in the manufacture of any extract, syrup, or other article capable of being used for beverage purposes than the quantity necessary for extraction or solution of the elements contained therein and for the preservation of the article.

"Any person who shall knowingly sell any of the articles mentioned in paragraphs a, b, c, or d of this section for beverage purpose, or any extract or syrup for intoxicating beverage purpose, or who shall sell same under circumstances from which the seller might reasonably deduce the intention of the purchaser to use them for such purposes, or shall sell any beverage containing one-half of one per centum or more of alcohol by volume in which any extract, syrup, or other article is used as an ingredient, shall be subject to the penalties provided in Section 30 of this Title. If this Commissioner shall find after notice and hearing as provided for in Section 5 of this Title that any person has sold any flavoring extract, syrup, or beverage in violation of this paragraph, he shall notify such person and the person for whom the sale was made, if any, to desist from selling such article, and it shall

thereupon be unlawful for a period of one year thereafter for any person so notified to sell any such extract, syrup, or beverage without making an application for, giving a bond, and obtaining a permit so to do, which permit may be issued upon such conditions as the Commissioner may deem necessary to prevent such illegal sales, and shall require a record and report of sales."

In both paragraphs (b) and (c) as passed by the House and as referred to above, the Senate Committee in its report made no changes except to strike out the word "non-potable."

In paragraph (d), however, as quoted above, the Committee struck out the word "non-potable" and also the following phrase: "contained in bottles or packages, upon which are printed conspicuously and legibly in English the exact quantity by volume of alcohol in such preparation." In other words, as the Senate Committee reported the bill, paragraph (d) of Section 4, instead of reading as passed by the House, reads as follows:

"(d) Toilet, medicinal, and antiseptic preparations and solutions that are unfit for beverage purposes."

In paragraph (e) of the House bill, the Senate Committee struck out the words "intoxicating beverage purposes" and inserted the phrase, "use as a beverage," so that paragraph (e) as reported to the Senate will read:

"(e) Flavoring extracts and syrups that are unfit for use as a beverage."

The Senate Committee also added to paragraph (f) "vinegar" the following phrase, "and fruit juices for the production of vinegar," so that paragraph (f) now reads:

"(f) Vinegar and fruit juices for the production of vinegar."

No other changes of any note whatsoever were made in Section 4 as quoted above except those which have been mentioned.

SOME FEATURES OF THE PROHIBITION BILL

Senator Sterling, of South Dakota, who presented the Judiciary Committee's report to the Senate on the National Prohibition Act, had some interesting things to say about certain features of the bill. Relative to Section 4 the report says:

"Section 4 specifies the medical preparations, patent and proprietary medicines, toilet and antiseptic preparations, flavoring extracts, syrups, etc., which have been manufactured and prepared for market, shall not be subject to the provisions of the act. Permits for the manufacture of such articles must be procured from the commissioner.

"The manufacture, sale, transportation, and use of intoxicating liquors is regulated and safeguarded by a system of permits. The commissioner has the power to revoke any permit granted, upon notice and hearing with the right of the permittee to have the action of the commissioner reviewed in a court of equity.

"A permanent record is required to be made by the person manufacturing, purchasing, selling, or transporting a liquor, showing the amount and kind of liquor manufactured, purchased, sold, or transported, with other details which record is to be open at all times to inspection by the commissioner or his agents."

The committee's report continues further and says:

"One purpose of the bill is to prevent the diversion of alcohol or liquors from useful nonbeverage to beverage purposes. The law may appear to some as being a draconian one, but the committee believes that all the restrictions and requirements made and provided for in the bill are reasonably necessary for the faithful execution of the will of the people as expressed in the adoption of the eighteenth amendment.

"The provisions of Title III relating to industrial alcohol are well adapted to the purposes of this title, as expressed in the title of the bill itself, namely—to regulate the manufacture, production, use, and sale of high-proof spirits for other than beverage purposes, and to insure an ample supply of alcohol and promote its use in scientific research and in the development of fuel, dye, and other lawful industries.

"Penalties are provided for operating an industrial

alcohol or denaturing plant without complying with the provisions of Title III and the lawful regulations made thereunder.

"Subdivisions (b), (c), (d), and (e) of section 4 were amended by striking out in each of said subdivisions the word 'nonpotable' because of doubt as to the construction that might be placed upon the word. The words ' unfit for use for beverage purposes' or ' unfit for use for a beverage' are retained, so that the various articles and preparations named in said several subdivisions, after having been manufactured and prepared for the market, are not subject to the provisions of the act if they are unfit for use or beverage purposes or as a beverage.

"Subdivision (f) in the original bill exempted vinegar, when manufactured and prepared for the market, from the provisions of the act. To this your committee adds an amendment which in effect provides that fruit juices for the production of vinegar shall also be exempt.

"The House bill provided in section 5 of the bill that on the revocation by the commissioner of any permit to manufacture and sell any of the preparations or articles mentioned under the several subdivisions of section 4, the manufacturer might have the action of the commissioner reviewed in a court of equity, but no provision was made for such review on the refusal of the commissioner to grant such permit on application in the first instance. Your committee adopted an amendment to section 6 granting such a review."

FEW CHANGES IN INDUSTRIAL ALCOHOL TITLE.

Under Title III, "Industrial Alcohol," practically no changes except in phraseology were made by the Senate Committee. Section 1 gives these definitions:

House provisions regarding advertising of liquors are made more stringent in some respects and more liberal in others. The sub-committee struck out provisions prohibiting sign or billboard advertising, but added a clause penalizing advertisement of "intoxicants" anywhere, by any means or method. Also stricken out was a House clause authorizing obliterating of liquor advertising or the use of the pictures of a distillery, bottle, keg, barrel or other receptacle in advertisements. A new clause permits manufacturers and wholesale druggists to advertise alcohol in trade journals.

"The term 'alcohol' means that substance known as ethyl alcohol, hydrated oxide of ethyl, or spirit of wine, from whatever source or whatever processes produced. The term 'container' includes any receptacle, vessel, or form of package, tank, or conduit used or capable of use for holding, storing, transferring, or shipment of alcohol."

The provision for plants now reads as follows:

"SEC. 10. That upon the filing of application and bond and issuance of permit denaturing plants may be established upon the premises of any industrial alcohol plant, or elsewhere, and shall be used exclusively for the denaturation of alcohol by the admixture of such denaturing materials as shall render the alcohol, or any compound in which it is authorized to be used, unfit for use as an intoxicating beverage.

"Alcohol lawfully denatured may, under regulations, be sold free of tax either for domestic use or for export.

"Nothing in this Act shall be construed to require manufacturers of distilled vinegar to raise the proof of any alcohol used in such manufacture or to denature the same."

There is no telling at this writing just when the Senate will take up the prohibition bill for discussion and passage. Following the passage of the bill by the Senate it will be referred to a conference committee if there are any changes from the bill as passed by the House, which, of course, will be the case. Following the conference the bill will again have to be passed by both Houses of Congress, but this generally is a matter of routine after the conference committees make a favorable report.

NEW BILL TO PREVENT MONOPOLIES.

Senator Kellogg of Minnesota has introduced in the Senate a very important bill relative to the licensing of corporations engaged in interstate commerce and to prevent monopolies and undue restraint of trade. The bill has been referred to the Senate Committee on Interstate Commerce. It requires in part that all corporations en-

gaged in interstate commerce and having a capital or assets of \$10,000,000 or more to take out a Federal license, and provides that when the license is issued by the Federal Trade Commission, such corporation shall be presumed to be a legal corporation and shall have the right to engage in interstate and foreign commerce unless the license is revoked as provided in the bill.

The bill further provides for a forfeiture of the license if the corporation shall enter into any contract, combination, or conspiracy in restraint of trade; or shall monopolize commerce. This would give the Commission a supervisory jurisdiction over such corporations and their licenses would be subject to forfeiture if they engage in a combination to raise or fix prices, engage in unfair methods of competition for the sake of crushing out their competitors.

WAR TRADE BOARD LIFTS LIMITATIONS.

The War Trade Board Section of the Department of State announces that paragraph 1 of the limitations upon the General Enemy Trade License announced in W. T. D. R. 802, issued July 14, 1919, has been amended, effective August 15, 1919, so as to delete from said paragraph the general item "drugs or chemicals," and to substitute in lieu thereof only the commodities specifically enumerated in paragraph 4 of W. T. B. R. 825, issued August 15, 1919; and, accordingly, said General License as now amended authorizes the importation into the United States of drugs and chemicals produced or manufactured in Germany except those specifically enumerated in said paragraph 4 of W. T. B. R. 825.

TREATY RESTORES TRADE RIGHTS.

A statement of the effect on the interests of citizens of the United States of that part of the Peace Treaty which relates to industrial property has been issued by Breckinridge Long, Third Assistant Secretary of State. This part of the treaty seeks to cover the readjustment of the rights of all belligerents in the matter of industrial property, including patents, trade-marks and copyrights, and is declared by Mr. Long to be exceedingly important to the people of the United States "since the rights in question very materially affect manufacturing, industrial and financial interest throughout the entire country."

The statement, in part, follows:

"I. The general system of industrial property rights as it existed before the war is restored insofar as suspended by the war, except in the special cases hereinafter noted.

"2. American-owned industrial property rights in Germany (and other signatory countries) which have become invalid by reason of failure to pay annual taxes, or meet any formal requirements, may be revalidated.

"3. Failure to 'work' in Germany (and the other signatory countries) during the war is waived as a cause of forfeiture of industrial property rights, and, further, this period in which foreign working of inventions, etc., is not compulsory is extended to two years after the war.

"4. Americans who were prevented by the war from patenting their inventions, registering their trade-marks, etc., in Germany (or other signatory countries) may do so now.

"5. Measures taken during the war by the United States by way of licensing or liquidating German patents are recognized as valid and remain effective.

"6. The right of the United States to impose conditions on German-owned industrial property if in future the national defense or public interest should require it, is reserved by the United States and recognized by Germany.

"7. The liability of the United States or those acting for it for infringements incident to the prosecution of the war is waived by Germany for itself and its nationals.

"8. License contract rights, and rights of Americans to sue for infringements committed during the war by Germany or Germans, are not surrendered by the treaty."

News Permeates Every Page.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain *all* of the news. You must read the advertising pages also to get the full benefit.

IMPORTANT NEW INTERNAL REVENUE RULINGS

The Commissioner of Internal Revenue has issued a synopsis of important rulings recently made under the provisions of the War Revenue Act of February 25, 1919. A number of these rulings, some of them reversing regulations heretofore in force, are as follows:

ADMINISTRATIVE PROVISIONS.

Use of stamps issued under prior Revenue Acts.—Proprietary stamps prepared are distributed under authority of Section 22, Act of October 22, 1914, can not legally be used for payment of taxes imposed by Section 907 of the Act of February 24, 1919. Documentary stamps prepared and distributed under authority of Section 22 of the Act of October 22, 1914, and Section 805 (a) of the Act of October 3, 1917, may be legally used for payment of taxes imposed by Section 1107 of the Revenue Act of 1918 (Taxes upon documents).

EXCISE TAXES ON SALES BY THE MANUFACTURER—Section 900
(*Toilet Soap, Etc.*).

Articles consigned to retailer.—The last sentence of Article 8 of Regulations 47 is hereby amended to read as follows:

"Where a manufacturer consigns articles to a retailer, retaining ownership in them until they are disposed of by the retailer, the manufacturer must pay the tax upon the basis of the manufacturer's selling price on all goods sold to the retailer, as shown by reports to be procured by him monthly from the retailer."

Toilet Soaps.—Article 33 of Regulations 47 is supplemented by adding thereto the following:

"Soaps and soap powders advertised and held out as suitable for toilet purposes or for application to the body or part of the body as cleansing agents are taxable under Section 900 regardless of whether they are advertised or held out as having medicinal properties. Medicated toilet soaps are not subject to tax under Section 907 as medicinal preparations."

CONSUMPTION TAXES—Section 907.

Articles given away as free samples.—Article 5 of Regulations 51 is supplemented by adding thereto the following:

"Articles given away as free samples are not subject to tax if a notation is made on the package that the article

is not to be sold for consumption or use, but is a free sample. If an article taxable under Section 907 is given away free the purchase of another article taxable under this section the tax shall be computed upon the total amount paid and the proper amount of stamps affixed to the package."

Sales to the United States or a State.—Article 8 of Regulations 51 is hereby amended to read as follows:

"Articles sold to the United States or to a State or political subdivision thereof for use in carrying on governmental operations are not taxable."

Combination Packages.—Article 16 of Regulations 51 is supplemented by adding thereto the following:

"... If two or more packages of cough drops, troches, or lozenges recommended as a remedy for a cold or for an affection of the throat are sold for 25 cents or less the tax collectable is 1 cent, provided the container or wrapper in which the packages are sold bears the requisite tax stamp or stamps."

Note.—This ruling is a reversal of that issued May 27 in which the Bureau held that "a customer cannot combine two or more articles into one purchase and pay tax on the combination, but the tax must be paid and a stamp affixed for each article." Under this new ruling any number of articles may be combined in a single package and enclosed in a single wrapper upon which are affixed stamps at the rate of one cent for each 25 cents of the total retail price charged for the package and its contents. For example: Ten 10-cent cans of talcum, which if sold separately would be taxed one cent each, or a total tax of ten cents, if sold to a single purchased and wrapped and delivered in a single package would pay a tax of but four cents, provided the proper stamps are affixed to the wrapper covering the entire package. Or a combination box or case containing three or more articles would be taxed at the rate of one cent for each 25 cents of retail price of the box, regardless of the tax that would accrue if the articles were sold separately.

The Washington representative of the Manufacturing Perfumers' Association protested vigorously against the ruling of May 27, above referred to, and was largely instrumental in securing the more liberal interpretation that has now been given the statute.

WAR HISTORY OF PERFUMERY AND SOAP PRICES

The War Industries Board is issuing a series of bulletins reviewing the trend of prices in various industries during the war. The tables throw much light on the fluctuations and conditions also are surveyed generally.

No. 50 covers Essential Oils, Flavoring and Perfumery Materials. It was compiled by W. B. Meldrum. Besides the various essential oils, vanilla beans and vanillin are included. Wholesale prices are given by months, quarters and years, and the changes are shown in charts.

The course of price fluctuations is reviewed as follows:

"So far as can be ascertained no attempt has been made in the past to record the facts of the essential oil industry in this country from the present viewpoint, and so it is not possible to trace the growth of the industry by a comparison of production data. In normal times, prices, supply, and demand are sensitively interdependent. Rising prices attend upon a strengthening demand and stimulate production until the increased supply depresses prices again. Following this decline there is a gradual falling off in production. This rhythm of increasing followed by decreasing production may last over a period of several years, and characterizes the market for practically all of the domestic essential oils. During the war there were superimposed on this factor the general influences of war

conditions—high freight rates, restrictions on transportation, and the difficulty of securing adequate labor owing to the diversion of men to other industries and the army. The seasonal conditions affecting the crops also are a considerable factor in domestic output and prices.

"In foreign countries producing essential oils similar conditions prevailed, though in general in far more severe form than existed in this country. In France and Italy the main producers of oil of lemon, oil of orange, oil of bergamot, attar of rose, and oil of lavender, the conditions were particularly severe, the draft of all fit men into the armies or diversion into other industries leaving the industry largely depleted of the necessary labor. To this cause may be ascribed the great falling off in production in those countries, since old crops were neglected and new crops not planted. In addition to the labor shortage, which was probably the most serious factor, the difficulties of obtaining shipping, high rates of insurance due to the submarine blockade, and high freight rates, all contributed to the general shortage and high prices on the American market.

"During 1913, and more particularly the months of 1914 preceding the outbreak of the war, the essential-oil market in all but a few commodities showed considerable weakness, in sympathy with the general business depression. In many cases the period was one of stagnation; the market was abundantly stocked with goods which were

going begging at low prices. Then came the general European war, halting business operations in Russia, Germany, Austria, France, Belgium and the Balkan States, and partially paralyzing commerce in Italy, Greece, Spain and Portugal by depriving them of shipping facilities. The effect on the American essential-oil market was striking. Hostilities commenced on a Saturday, and the developments of the next day gave indications of the wide participation of the European nations in the conflict. On the following Monday the New York market was the scene of a buying panic without precedent in the history of the essential-oil industry. Stocks of essential oils of foreign origin were soon materially reduced by the frenzied efforts of consumers to cover their needs and in consequence prices soared skyward. After Monday's run came the inevitable reaction, the market settled down and prices gradually found their proper levels. By the close of 1914 there had been a general recession from the extraordinary high prices and there was some indication of the market returning to normal. This result was in some degree due to a partial resumption of shipping between the United States and British, Dutch, and Italian ports, which augmented the available supply. The harvesting of large crops of domestic botanicals also exerted some influence.

"Passing through a period of moderate supply and relatively lower prices in 1915, a general upward tendency set in affecting both foreign and domestic products. This rise in most cases continued with a few downward breaks to the end of 1916, the prices finally attaining levels untouched even in the panic of 1914.

The factors influencing this trend were in the main the factors influencing trade in general, viz., difficulties of

procuring shipping space, increasing freight rates, high rates of war-risk insurance, and shortage of labor. While the German blockade of English, French, Italian, and various Mediterranean ports was regarded as futile so far as putting an effective check on importations of essential oils and raw materials was concerned, nevertheless the cost of importation was materially augmented by greatly increased transportation charges consequent upon the increase of risk. The continued shortage of labor not only hampered the handling of existing supplies, but also diminished the planting for prospective crops so that the number of plants under cultivation was continuously diminishing.

"The signing of the armistice had no immediate effect on the supply or prices of many of the commodities, although in the majority of cases a slight recession was noticeable during the last two months of 1918."

Bulletin No. 49 is devoted to Soaps and Glycerine and was compiled by H. L. Trumbull. The same facts are given as in the previously mentioned bulletin in relation to various vegetable oils and other soap-making commodities.

These bulletins are of much interest to students of the trades affected and later on will have considerable historic value. At the present time the facts are well known to those of our readers who are interested in the products surveyed in these publications. It would not be possible to reprint the tables and statistics in full and much of their value would be lost in condensation.

FOREIGN MARKETS FOR TOILET PREPARATIONS

Argentina.

(Consul General W. Henry Robertson, Buenos Aires.)

Prior to the war French toilet articles of all sorts were almost exclusively used here, but during the last four years American preparations have become more generally known. However, the only successful way to introduce such articles into this market seems to be that of having a live and capable representative here, who can create a demand for the particular goods handled by him. The wholesale firms will not usually undertake to buy a new article, but once there is a demand for it, they do not hesitate to place their orders. Customhouse and freight charges are very high and the retailer here is content to make a profit of 20 to 30 per cent.

In 1915, 7,520 dozen tubes of dentifrice were imported into Argentina; in 1916, a total of 9,247 dozen; and in 1917, 2,107 dozen. The following were the importations of mouth washes: In 1915, 2,974 liters (786 gallons); in 1916, 3,066 liters (810 gallons); and in 1917, 3,845 liters (1,016 gallons). The number of cans of tooth powder imported amounted to 7,420 in 1915, 9,147 in 1916, and 6,790 in 1917. Local manufacturers produce fair grades of these articles that sell for a somewhat lower price and on which the retailer can make a larger profit. One of the best known of these dental products has an American address printed on it, so as to create the impression that it is actually made in the United States.

(A list of possible representatives of American toilet preparations in Buenos Aires can be obtained from the Bureau of Foreign and Domestic Commerce or its district and co-operative offices by referring to file No. 107319.)

British South Africa.

(Vice Consul Samuel W. Honaker, Johannesburg, Transvaal.)

Although French powders, creams, and rouges are said to be the most popular, the English and American articles are growing in use. Those of French manufacture which appear to be especially well liked are Roger-Gallet's, Piver's, Mornay's, and Hubigant's.

Prices have increased since 1914 and vary according to the grade of article and the reputation of the manufacturer. For instance, the box containing four ounces of

powder manufactured by Hubigant sold before the war for 15s. (\$3.64), but retailed in 1918 for 17s. 6d. (\$4.25). The "Violet de Parme" made by Roger-Gallet in France, sold in 1918 at 3s. 6d. (\$0.85) per box of approximately four ounces; while the same quantity of "Vera Violetta" brought 5s. 6d. (\$1.33). Piver's face powder sold for 4s. 6d. (\$1.09), and Mornay's for 8s. 6d. (\$2.06) per box of the same size.

As a rule, importers of French toilet articles buy direct from the manufacturer or distributing house in France. On the other hand, English manufacturers usually appoint agents in South Africa, who are accustomed to take orders and have the goods shipped to them for disposition. Both English and French manufacturers advertise extensively, and the success of the latter has been due in a great measure to this manner of promoting trade. French manufacturers are also accustomed to furnish samples and window display cards.

(A list of department stores and hair-dressing saloons in the Johannesburg district may be obtained from the Bureau of Foreign and Domestic Commerce or its district and cooperative offices by referring to file No. 107225.)

Chile.

(Consul Arnold A. McKay, Valparaiso.)

Inasmuch as great quantities of toilet preparations are used in Latin American countries, there should be good opportunities in this line in Chile. Very little, however, can be done by correspondence. It would be absolutely necessary for the manufacturer to send a representative to look over the field before any attempt was made to introduce the products.

American toilet articles are not extensively used at present although nearly all the standard brands are on sale here. There seems to be a preference for French and English articles—a preference that was developed years ago, before the advent of American-made articles. Since the war, however, American preparations have been displayed extensively, and the dealers state that there is no prejudice against the goods and that there has been no complaint regarding the quality, price, or methods of sale.

The import tariff on face cream and powder is about 3 pesos per kilo (equivalent to \$0.50 per pound); on rouge the duty is about 6 pesos (\$0.90 per pound), including im-

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mediate wrapping. Warehousing and dispatching charges amount to about 24 per cent of duty. The duty on samples is the same as on the article itself. The duty on advertising circulars and signs for free distribution is 1 peso per kilo (\$0.16 per pound).

Importers of toilet articles expect about 90 per cent profit on cost, retail. Articles of similar manufacture produced locally sell for about 2 to 3 pesos (\$0.73 to \$1.10). The best methods for the introduction of toilet preparations are the distribution of samples, the arrangement of attractive displays in prominent drug and department stores, the use of advertising placards and novelties, and an extensive advertising campaign in the local magazines and newspapers.

Cuba.

(Consul John S. Calvert, Nuevitas.)

During the fiscal year ended June 30, 1917, the last one for which official statistics are available, 631,245 kilos (286,929 pounds) of perfume valued at \$805,654 were imported into Cuba. Most of this came through the port of Havana. The portion of this credited to the United States was 168,494 kilos (76,588 pounds), valued at \$145,665. The French imports were valued at \$598,308. These statistics represent a slight gain for the United States and a slight loss for France.

On perfumes valued at less than \$1.25 per kilo (\$0.57 per pound) there is a specific duty of \$0.325 per kilo (\$0.15 per pound). On higher values the duty is 32.5 per cent ad valorem. The United States, however, enjoys a 40 per cent customs rebate on perfumes and essences which are the product of its soil or industry, making the specific duty \$0.195 per kilo (\$0.09 per pound), and the ad valorem duty 19.5 per cent. These figures include the surtaxes. The immediate container is included in determining the weight.

India.

(Consul Lucien Memminger, Madras.)

There is a fair market for toilet preparations here, having due regard for the fact that sales are confined chiefly to the European (mostly English) and Anglo-Indian population. The number of Europeans in South India is about 30,000 and there is about the same number of Anglo-Indians. The four large department stores of Madras as well as the several wholesale and retail drug stores nearly all keep a stock of toilet creams and powders.

The total value of toilet requisites (not otherwise specified in the customs returns) imported into the Madras Presidency in 1913-14 was \$47,494, of which \$6,025 came from the United States, \$3,559 worth from France, \$2,878 worth from Italy, and \$25,221 worth from the United Kingdom. In 1917-18 the imports fell off to \$17,866, of which the United States furnished \$3,187. The total value of imports and perfumery (not including perfumed spirits) coming into the Madras Presidency in 1913-14 was \$8,899; and in 1917-18, \$7,501.

No duty is charged on circulars and advertising matter sent to merchants for free distribution, or on a small sample sent by post, but useful samples sent in any quantity would doubtless be subject to tariff, the rate for most commodities being 7½ per cent ad valorem.

(A list of wholesale and retail stores handling toilet preparations in Madras, India, may be obtained from the Bureau of Foreign and Domestic Commerce or its district and co-operative offices by referring to file No. 107232.)

Jamaica.

(Consul C. L. Latham, Kingston.)

There is a good demand for face creams, powders, and other toilet specialties, which appeal to women in Jamaica as in other tropical countries: and the increased numbers of women workers have widened the purchasing power of the female population. This fact is shown by the increase of imports of perfumes and toilet preparations, which have risen from an average yearly importation of \$45,000 prior to the war to about \$80,000 in 1916. The countries of origin for such goods are England, France and the United States. In 1914 the United States supplied about 30 per cent of the entire importation into Jamaica, while in 1916 the percentage rose to 70. Certain American brands are very popular.

This class of goods is sold in drug and department stores, there being no exclusive shops handling them. Complete lines in all grades are carried in stock and attractively displayed. The retail prices are about the same as for similar sized packages in the United States. The advertising of certain standard trade-marks of various manufacturers of several countries is carried in the local papers, and the methods of publicity employed in the United States are used here to create and stimulate a demand.

Numerous reliable and well-established commission agents, who would act as distributors for toilet specialties and would push their sale through advertising, maintain offices in Kingston; and several wholesale druggists doing a jobbing business throughout the island sell toilet preparations to the retail trade.

The import duty on this kind of merchandise is 16½ per cent, the same rate applying to samples sent for inspection or for free distribution. There is no duty on printed advertising matter sent with goods, and such literature should be in the English language.

(A list of commission agents, wholesale druggists, and retail firms handling toilet preparations in Kingston, Jamaica, may be obtained from the Bureau of Foreign and Domestic Commerce or its district and co-operative offices by referring to file No. 102699.)

Panama.

(Consul General Alban G. Snyder, Panama.)

There is a fair demand here for toilet preparations among the better class of natives and the American colony in the Canal Zone. All such specialties are imported, and all of the well known American makes and some of the French and other European brands are on the market. The retail prices vary from 25 cents to \$1, according to the size and quality. Importers find that American makes average about 5 per cent cheaper to them in the end than those imported from Europe. The cost to the merchant here seems to be about 30 per cent greater than the cost in the United States.

Opinions differ here as to the best methods of creating a demand for a new preparation on the market. Some recommend the securing of a reliable representative from among the larger merchants, to whose discretion would be left all matters concerned with bringing the product to the attention of the public. Other merchants declare the best results are to be gained by an advertising campaign in the leading papers. The best newspapers here are the Panama Star and Herald, daily, in English; the Panama Weekly News, published by American employees of the Panama Canal; and the Panama Morning Journal (English), with its afternoon Spanish edition, known as El Diario de Panama.

The duty on most toilet preparations is 15 per cent ad valorem. Besides the consular invoice, three bills of lading and two invoice forms are required with each shipment. These can be purchased from the consul at about 30 cents a set. In addition, merchants here pay a retail tax of 1 cent on articles retailing under 25 cents, 2½ cents on those retailing from 25 cents to \$1, and 10 cents on all articles retailing for a greater sum. There is no duty on sample packages for distribution, if marked as such; nor on circulars or display signs.

(A list of prominent druggists and department stores handling toilet preparations in Panama, Panama, may be obtained from the Bureau of Foreign and Domestic Commerce or its district and co-operative offices by referring to file No. 103031.)

Sweden.

A brief survey shows that American toilet articles, in comparison with those of other countries, occupy a good position on the Swedish market, says Leo H. Strauss, clerk to Trade Commissioner, Stockholm. Domestic production takes care of the greater part of the demand for a number of articles, among them being toilet soap, tooth paste, and mouth wash, there being little of these commodities imported. The greater part of the perfumes are imported from France. As regards face and talcum powder, American brands predominate. Certain American shaving sticks are also much in demand, the neatness of their packing appealing to the consumer. American cold cream is well established on the Swedish market.

COSMETIC PREPARATIONS

By Dr. F. A. MARSEK

(Continued from page 164, July, 1919.)

Lanoline and Its Use in Cosmetics.

The use of lanoline or, as it is commonly called, woolfat as a constituent of various kinds of cosmetics, dates back to the time when it first became possible to purify this substance to such an extent that its use did not interfere with the usual qualities required for this class of products. It did not take the progressive chemist long to detect the exceptional value of this product as an ingredient in pharmaceutical, as well as cosmetic, preparations. Experiments conducted with this substance have shown that it possesses penetrating qualities which are far superior to those of any other fat. Various drugs, such as iodine, etc., externally applied with the use of lanoline as a medium have been found after a very short period in traces in the urine and could be tasted on the tongue, while the same drugs applied with a salve made from vaseline, vegetable or animal fats other than woolfat as a medium, did not appear to have penetrated into the system. Thus it can readily be seen that a product possessing such remarkably penetrating qualities is of great value for use as an ingredient in preparations where the absorability of the fat is one of the most important factors upon which the merit of the cosmetic is dependent, such as is the case with skin creams, where the first line shall replace the natural fat of which the skin is continually deprived through exposure, the use of soaps, etc. It is to be regretted that up to this date lanoline is not as widely used in the cosmetic line as its properties would suggest. Especially America is standing lack in this respect, while European countries, especially Germany, have employed this animal fat much earlier and to a much greater extent in the manufacture of cosmetics.

In addition to its therapeutic qualities the fact is worth consideration that this substance has absolutely no tendency to become rancid, and that it is capable of taking up more than its own weight of water and holding it permanently, although in itself it is not emulsifiable with alkalies.

Although this is not the place to define the possibilities of using lanoline in fine toilet soaps, it may be said that this ingredient if properly incorporated imparts to the soap a very desirable appearance as well as properties which make its employment in this branch well worth consideration.

There are no appreciable difficulties encountered in the incorporation of woolfat in skin creams of the emulsified type. The sticky character of it, if used in a reasonable proportion, does not in the least appear in the finished cream, while it gives to the product a very desirable smooth appearance besides a firm consistency, at the same time increasing the absorability of the cream to a very considerable extent.

Lanoline is a product of extraction from the wool of the sheep. It is recovered from the wool either through washing with soap or alkali solutions, or it may be extracted by means of volatile solvents such as petroether, etc. In its raw state it possesses a disagreeable odor and is of yellow or brown color.

Authorities on the subject vary in their opinion as to

the exact chemical composition of woolfat. Its principal constituent is cholesterine, besides which it also contains isocholesterine and cerylalcohol, which three components form the principal constituents of the unsaponifiable part. According to the statements of several authorities woolfat also contains about 10% of a substance called lanoline alcohol ($C_{12}H_{24}O$) and another alcohol called carnaubyl alcohol ($=C_{24}H_{50}O$), which is converted into carnaubic acid through oxidation.

Woolfat is very difficult to saponify completely. The following table represents the values of woolfat obtained by boiling the sample for one hour over a direct flame on a wire rolling with $\frac{1}{2}$ normal alcoholic potash lye:

Woolfat from:	Acid Value.	Saponification Value.	Total Acid Value.	Iodine Value.	Unsaponifiable Part.
New Zealand...	14.29	106 —108.8	....	....	36.6—43.9%
South America.	13.22	88.2—91.38	96.7	21.1	43.1—43.6%
Australia	15.48	102.5—103.5	101.0	20.2	....
Russia	13.90	77.8—87.3	114.8—121.2	....	38.7—39.1%

For the purification of woolfat various methods are employed. Certain European factories clear first the wash waters of the wool from sand and dirt, and then it is precipitated.

According to another method the wash water which forms, so to say, a natural emulsion with the crude lanoline, is eventually, after the dissolved soap is precipitated by means of the salts of alkaline earth, separated through centrifugal power into a watery and a creamy layer. The latter is further separated by means of heat into water and water-free fat, from which, after repeated washings, the crude lanoline is extracted with acetone. The acid-free woolfat is then recovered through distilling off the solvent.

The ordinary lanoline of the market is thus purified woolfat containing 20 to 25% of water. This product is of light yellowish or cream color, has a peculiar, not disagreeable, odor, and is of salvelike consistency. It does not become rancid, and is scarcely soluble in alcohol, but dissolves readily in chloroform and ether.

It possesses the remarkable property to take up a considerable quantity of water and form with it a permanent emulsion without losing its salvelike consistency. The incorporation of the water has to take place very gradually by means of kneading. Thus treated, lanoline is capable of taking up as much as 105% of water. The addition of beeswax increases this capability. There is no other fat which takes up as much water as lanoline does. However, mixtures of certain substances are able to take up far higher proportions of water. So does, for instance, a mixture of 80% anhydrous lanoline and 20% of olive oil, said mixture taking up 320%, while a mixture consisting of 20% wax and 80% oleic acid assimilates 228% and butterfat 165%, while lard permits only 15% and paraffin salve 4% water to be incorporated.

* * *

The examination of lanoline for its water content, which must not be higher than 30%, is made by drying 10 g. of it first on the water bath with repeated additions of small quantities of alcohol and then at a temperature of between 100° and 110° C. in dry heat.

The content on free acids is determined by means

of titration of an etheric solution of 10 g. of the substance with 1/10 normal potash lye. The acid value must not be too high; it should not exceed 2.8.

The determination of the unsaponifiable matter is made by saponifying the sample with alcoholic potash lye, triturating it with only a slight excess of chlorcalcium solution, diluting this and then filtering the liquid. The precipitate is washed with strongly diluted alcohol dried in vacuum at a temperature as low as possible and then extracted with acetone.

The residue remaining after the acetone is distilled off is then dried at 105° C. and weighed.

On account of the fact that it offers considerable difficulties to saponify woolfat, it is more practical to determine instead of the saponification value, the total acid value.

As defined in a previous article, the total acid value represents that quantity of potassium hydrate in one-tenth percents which is required for the neutralization of the mixture of fatty acids and fat alcohols which results when the woolfat is saponified and the soap split by means of boiling with diluted hydrochloric acid.

For the determination of the total acid value 20 grams of potassium hydrate are dissolved in 20 cc. water, an evaporating dish of 400 to 500 cc. capacity being used. This solution is heated to boiling and 20 grams of the woolfat to be tested previously melted on a waterbath are stirred into the boiling solution. This mixture is then boiled for about one minute and the dish transferred to a waterbath, where it is further heated with constant stirring until a thick homogeneous soap mass is formed, which is then kept for about two hours in a steam dry closet to insure complete saponification.

The soap mass is now dissolved in about 250 cc. of water under continued boiling during which the evaporated water is replaced and then about 40 cc. slightly diluted hydrochloric acid are added. After the floating fat layer has perfectly cleared it is allowed to congeal, removed from the liquid and boiled out with water as often as necessary to effect a liquid which does not show any more an acid reaction on litmus. The thus resulting fat is dried perfectly in a dry closet and then used for the determination of the acid value.

The presence of neutral fats in woolfat is indicated by an increased saponification or total acid value respectively, or may be determined by means of the glycerin test.

Hydrocarbons such as paraffine or petrolatum, etc., may be detected in woolfat through the fact that they lower the saponification and total acid value.

(To be continued.)

THE FRENCH LAVENDER INDUSTRY.

An exhaustive account of the French lavender industry has just been published in a most interesting brochure by Messrs. Gattefossé & Lamotte, dealing with the culture and industry of aromatic plants. It is pointed out that the home of the lavender is essentially France, but the plant has taken kindly to several other countries. In regard to the great alteration in the character of the oil when distilled from plants cultivated in England, the authors remark: "Agriculturists in the County of Surrey have cultivated it with such success that it has finished by forgetting its Southern origin." The principal varieties of lavender are dealt with exhaustively. The two chief species from which the true lavender oil is distilled

have long been confused under the common name *Lavandula officinalis*—or *Lavandula vera* of De Candolle. Jordan has, however, separated the plants under the names of (1) *Lavandula delphinensis*, the lavender of Dauphiné, the plant which yields the oil richest in esters, and of exquisite odour; and (2) *Lavandula fragrans*, which yields an oil only slightly less valued than the former plant. There are, of course, various other lavenders, and, as is to be expected, numerous hybrids, the latter usually yielding essential oils whose characters lie between those of the parent plants.

Mention is made of a lavender plant which is not very frequently heard of. This is the white lavender, which is met with in the Alps at extreme altitudes. Its perfume is exceedingly fine. It is probable that it is a true *Lavandula delphinensis*, whose flowers have, owing to external conditions, become colorless. Considerable attention is devoted to the question of peasant distillation. This goes on, we are told, in small stills, with a naked fire, without any change from the methods of the Arabs. The stills are usually loaned either by a distiller's merchant or by the coal merchant of the nearest town for a payment of from 5 to 10 francs per annum. It is true that the peasants' primitive method of distillation allows economy in fuel, wood being cheap and to be had almost for the cutting, but one of the principal defects is that the water in nearly every lavender district contains much chalk, and this concentrates as distillation proceeds, with the result that the water becomes comparatively very alkaline, so that the esters are saponified during distillation, and an oil poor in esters results. The effect of a naked fire on the contents of a small still are too obvious to require much comment. The following advice is given to small distillers; the flowers should be cut directly they are fully open, and the cutting should be completed in a week. It is during this time that the oil obtained is richest in esters.

A cool, windless day is best for cutting, as both heat and wind cause a loss in essential oil from the cut flowers. All flowers that cannot be dealt with at once on account of limited still accommodation should be kept in a well-closed shed, to save loss in essential oil. If fermentation is allowed to set in, which may result from careless storage, the quality of the oil will be seriously impaired. The condenser should be kept as cold as possible. Pine wood is the best fuel where wood has to be employed, as, owing to its resinous nature, it burns more evenly than other woods. The most modern still obtainable should always be used in preference to the old-fashioned alembics. The oil should be allowed to stand for several months, and become perfectly clear and transparent before being offered for sale. The oil should, whenever possible, be tested for its ester content.

The question of the ester value of lavender oil is regarded as of considerable importance, and although it is proved that the perfume value of lavender oils is not necessarily proportional to the ester content (but where oils grown in the same district are under consideration this is probably the case), the ester value has great importance on account of the fact that buyers have been educated to value all lavender oils, except English oil, on their ester values, and most buyers do so value it. It is pointed out that the use of artificial manures, including nitrate of soda and superphosphate of lime, both improve the quality and the yield of the perfume. Rapid and careful distillation cause the oil to be richer in esters also. A cold and moist spring, careless handling of the flowers, such as leaving them for an undue period before distillation and similar conditions, cause the oil to be of inferior quality.

The authors appear to consider that too much stress is usually laid on the question of altitude. The principal point in connection with this condition is that the various lavenders, which grow close together all the time, easily hybridise, and the inferior species, such as spike, cause a great diminution in the value of the oils distilled. The inferior species, however, cease to flourish above a certain altitude, so that as the plants are collected for distillation at higher altitudes so the quality of the oil improves, owing to the elimination of the various bastard lavenders.

PRESENT STATUS OF THE TRADEMARK LAWS.

By HOWARD S. NEIMAN,

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Two years ago I had the pleasure of addressing you upon the subject of trademarks and design patents, at which time I endeavored to impress upon you the importance and value of such protection, particularly in view of the fact that a very large percentage of your customers are of an aesthetic, artistic and sentimental character, easily influenced by attractive appearance and euphonious names.

That your trade appreciates the importance of this commercial protection is evidenced by the fact that practically everyone of your commodities is clothed with an attractive container carrying a characteristic tradename.

Have you, however, surrounded this commercial protection with all possible legal protections? Have you taken all the necessary steps to insure you that the maintenance of your rights is founded upon the protection of the law and not upon the mere force of commercial activity?

The rights of trademark adoption are so interwoven with the common law and the various State and Federal statutes that they seem to the layman a hopeless tangle of decisions from which it is impossible to unravel a logical opinion.

The underlying principles however are extremely simple and if borne clearly in mind, the trend of the Courts' decisions may be readily followed.

In order, therefore, that the present position of the trademark laws, as elucidated later, may be fully understood, I will endeavor to define a trademark, its property rights and the general application of the common law.

A trademark according to the many decisions of the Courts is any name, sign, symbol, letter, figure, word or device which others have not an equal right to employ for the same purpose, used to indicate the origin or ownership of the article to which it is attached, but which is not used to denote quality.

It means a distinctive mark of authenticity through which the products of particular manufacturers or the vendable commodities of particular merchants may be distinguished from those of others.

There are however certain names and marks that cannot be appropriated and registered as trademarks.

The trademark law states specifically that the following may not be registered as trademarks:

1. Immoral or scandalous matter.
2. The flag or coat of arms or other insignia of the United States, or any State or municipality or of any foreign nation, or the emblem of a fraternal society, or the publicly used emblem of any institution, organization, club or society which was incorporated in any State prior to the date of the adoption and use by the applicant.
3. Tradenames which are identical with registered or known tradenames used upon merchandise of the same descriptive properties, or names so nearly resembling them as to be likely to cause confusion or mistake in the minds of the public or to deceive purchasers.
4. Marks which consist merely in the name of an individual, firm, corporation or association not written, printed, impressed or woven in some particular or distinctive manner or in association with a portrait of the individual.

*Paper read before the Manufacturing Perfumers' Association, New York, 1919.

5. Marks merely descriptive of the goods or of their character or quality.

6. Geographical names or terms.

7. Portraits of a living individual without the written consent of such individual.

8. The insignia of the American National Red Cross or the Greek Red Cross.

And to these the Courts have added marks which are descriptive of the goods carrying them.

The law holds, however, that any name, or mark, even if included in the above-mentioned exceptions, may be registered, if it has been in actual and exclusive use as a trademark of the applicant or his predecessors, from whom he derived title, for 10 years next preceding February 20, 1905.

Any trademark, not included in the above exceptions, therefore, may be registered in the United States Patent Office, if it has been used in commerce with foreign nations, or among the several States, or with Indian tribes.

From the above it would seem that the determination of the registerability of a trademark were an easy matter, but in practice, it is found that the application of the law is subjected to the personal opinions of the examiners, the justice of which it is frequently difficult to fathom, and hence the results are sometimes unsatisfactory and contradictory.

The above remarks do not refer to unregistered, or common law, trademarks, the rights under which accrue from first adoption and continuous use, and these trademarks are subject to the common law.

This then is the definition, or description, of a trademark.

Let us now consider the object of a trademark and the property rights contained therein.

The primary and proper function of a trademark is to identify the origin or ownership of the article to which it is affixed. Where a party has been in the habit of labeling his goods with a distinctive mark so that purchasers recognize goods thus marked as being his production, others are debarred from applying the same mark to goods of the same description, because to do so would in effect represent their goods to be of his production and would tend to deprive him of the profit he might make through the sale of the goods which the purchaser intended to buy. Courts afford redress or relief upon the ground that a party has a valuable interest in the good will of his trade, or business, and in the trademarks adopted to maintain and extend it. The essence of the wrong consists in the sale of the goods of one manufacturer or vendor for those of another.

Common law trademarks, and the right to their exclusive use, are of course to be classed among property rights but only in the sense that a man's right to the continued enjoyment of his trade reputation and the good-will that flowed from it, free from unwarranted interference by others, is a property right, for the protection of which a trademark is an instrumentality.

But since in some cases the Courts recognize the right of the party to the exclusive use of marks adopted to indicate goods of his manufacture, upon the ground that "A man is not to sell his own goods under the pretense that they are the goods of another man; he cannot be permitted to practice such a deception, nor to use the means which contribute to that end." He cannot, therefore, be allowed to use names, marks, letters, or other indicia, by which he may induce purchasers to believe that the goods which he is selling are the manufacture of another person"; it is plain that in denying the right of property in a trademark it was intended only to deny such property right except as appurtenant to an established business, or trade, in connection with which the mark is used.

The Court has taken upon itself to protect a man in the use of a certain trademark as applied to a particular description of article. He has no property in that mark

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per se, any more than in any other fanciful denomination he may assume for his own private use, otherwise than with reference to his trade. If he does not carry on a trade in iron, but carries on a trade in linen, and stamps a lion on his linen, another person may stamp a lion on iron; but when he has appropriated a mark to a particular species of goods, and caused his goods to circulate with this mark upon them, the Court has said that no one shall be at liberty to defraud that man by using that mark and passing off goods of his manufacture as being the goods of the owner of that mark.

In short, the trademark is treated as merely a protection for the good-will, and not the subject of property except in connection with an existing business.

The law of trademarks is but a part of the broader law of unfair competition; the right to a particular mark grows out of its use, not its mere adoption; its function is simply to designate the goods as the product of a particular trader and to protect his good-will against the sale of another's product as his; and it is not the subject of property except in connection with an existing business.

The owner of a trademark may not, like the proprietor of a patented invention, make a negative and merely prohibitive use of it as a monopoly.

In truth, a trademark confers no monopoly whatever in a proper sense, but is merely a distinguishing mark, or symbol—a contention of one's good-will in trade by placing a distinguishing mark, or symbol—a commercial signature—upon the merchandise or the package in which it is sold.

It results that the adoption of a trademark does not, at least in the absence of some valid legislation enacted for the purpose, project the right of protection in advance of the extension of the trade, or operate as a claim of territorial rights over areas into which it thereafter may be deemed desirable to extend the trade.

Expressions are found in many of the cases to the effect that the exclusive right to the use of a trademark is founded on priority of appropriation. But these expressions are to be understood in their application to the facts of the cases decided. In the ordinary case of parties competing under the same mark in the same market, it is correct to say that prior appropriation settles the question. But where two parties independently employ the same mark upon goods of the same class, but in separate markets wholly remote the one from the other, the question of prior appropriation is legally insignificant, unless at least it appear that the second adopter has selected the mark with some design inimical to the interests of the first user, such as to take the benefit of the reputation of his goods, to forestall the extension of his trade, or the like.

That property in a trademark is not limited in its enjoyment by territorial bounds that may be asserted and protected wherever the law affords a remedy for wrongs, is true in a limited sense. Into whatever markets the use of a trademark has extended, or its meaning has become known, there will the manufacturer, or trader, whose trade is pirated by an infringing use be entitled to protection and redress. But this is not to say that the proprietor of a trademark, good in the markets where it has been employed, can monopolize markets that his trade has never reached and where the mark signifies not his goods but those of another. Since it is the trade, and not the mark, that it is to be protected, a trademark acknowledges no territorial boundaries of municipalities, or states, or nations, but extends to every market where the trader's goods have become known and identified by his use of the mark. But the mark, of itself, cannot travel to markets where there is no article to wear the badge and no trader to offer the article.

The above is the trademark law as determined by the Supreme Court of the United States.

We will now examine the application of that law as applied to the three leading cases by the Supreme Court. We will first consider the case of Allen & Wheeler Co. vs. Hanover Star Milling Company, in which the Supreme Court handed down its decision on March 6, 1916.

ALLEN & WHEELER CO. vs. HANOVER STAR MILLING COMPANY.

This was a suit brought by the Allen & Wheeler Co.

to enjoin the Hanover Star Milling Company from using a certain trademark.

The facts in this case as presented to the Court, were as follows:

The firm of Allen & Wheeler, in the City of Troy and State of Ohio, adopted and used the words "Tea Rose" as a trademark for one quality of flour manufactured by it early in the year 1872 and continued to use these words until the year 1904, when the Allen & Wheeler Company was incorporated and took over the mills, machinery, stock, trademark and good will of the firm and succeeded to this business. The only evidence as to the extent and use of these words by the firm of Allen & Wheeler is that in 1872 they sold three lots of 25 barrels each to a firm in Cincinnati, Ohio, and one lot of 100 barrels to a firm in Pittsburgh, Pa., it being also shown that in the early 70's another firm in Boston, Mass., was a customer for the same brand. The only evidence as to the extent and use of these words by the Allen & Wheeler Company is some affidavits stating in general terms, that since its incorporation in 1904 and "continuously down to the present time" the company has used this brand of flour, but there is an absolute absence of any particular statements as to the time, place, or circumstances of such use. No evidence was introduced to show that either the firm, or corporation, ever advertised this brand in Alabama, or adjoining states, and undisputed evidence was introduced to show that it had not been sold, offered for sale, or known, or heard of, by the trade in Alabama, Mississippi, or Georgia, although it was shown that the company was selling other brands of flour in Alabama and Georgia.

The Hanover Star Milling Company, an Illinois Corporation, showed that some 13 years after the Allen & Wheeler firm had adopted the words, and shortly after its incorporation in the year 1885, it adopted the name "Tea Rose" for one of its brands of flour and that this name was adopted and used in good faith without knowledge, or notice, that the words had been adopted, or used, by the Allen & Wheeler firm, or by anybody else. In 1904, the Hanover Company began, and has since prosecuted, a vigorous and expensive campaign of advertising its "Tea Rose" flour covering the whole of the state of Alabama and parts of Mississippi, Georgia and Florida, with the result that the sales of its "Tea Rose" flour amounted to over \$150,000 a year. It was further shown that the Hanover Star Milling Company has come to be known as "The Tea Rose Mill" and that the reputation of the mill is so bound up with the reputation of the "Tea Rose" flour, that in the territory referred to "Tea Rose" means the flour of the Hanover Company. No evidence was introduced to show any competition in "Tea Rose" flour between the Hanover Company and the Allen & Wheeler firm, or corporation, or that either party had ever advertised that brand of flour in territory covered by the activities of the other.

It is to be noted that no evidence was introduced to show that either of the parties had registered the trademark under any Act of Congress, or under the law of any State, nor did it appear that in any of the States in question there existed any peculiar local rule arising from statute or decision.

Under these circumstances, the case was decided according to common law principles of general application as outlined above. The case rested upon alleged trademark infringement, pure and simple, and no question of unfair competition was involved. The question before the Court therefore was: Did the failure of the Allen & Wheeler Company, and its predecessors, to enter the southeastern territory with their "Tea Rose" flour and the fact that their flour has been, and is, wholly unknown there under that name, disentitle it to interfere with the Hamilton Company trade, established in good faith, in that territory under the same mark, although the Allen & Wheeler Company and its predecessors had adopted the words in 1872 whereas the Hamilton Company had not adopted them until 1885?

From the above facts the Court found that the Allen & Wheeler firm, and corporation, had confined their use of the "Tea Rose" trademark to a limited territory leaving the southeastern states untouched and that hence they were taking the risk that some unknown party might, during their 40 years of inactivity in this territory, without

knowledge, adopt the same mark and expend money and effort in building up a trade therein, and that the fact that Allen & Wheeler had been selling the "Tea Rose" flour in other parts of the United States, was clear evidence of their abandonment of the trademark rights in the southeastern district, and hence the Hanover Company, having in good faith and without notice of the Allen & Wheeler trademark expended money and effort in building up its trade in this southeastern district under the "Tea Rose" brand, the Allen & Wheeler Company was estopped from asserting that the Hanover Company was infringing their trademark in that territory and that consequently the Hanover Company has a right to use the name "Tea Rose" in the states of Alabama, Mississippi and Georgia, in which states the Allen & Wheeler Company had done no business.

The following outstanding facts are to be noted in this case:

1. Neither the Hanover Company nor the Allen & Wheeler Company had registered this trademark either in the United States Patent Office or in any of the states mentioned in the controversy.
2. There was no evidence of any peculiar local rule arising from statute, or decision, in either of the states mentioned.
3. No mention is made in the decision as to whether or not the Allen & Wheeler Company also has the right to use the trademark in the states mentioned.

In brief, the decision holds that the innocent user of a common law trademark within a specified state cannot be estopped from using the same, although he may not be the first to have adopted the name, if the first adopter had not previously done business under the trade name in that specific state.

The Supreme Court of the United States has therefore definitely and clearly decided that the rights arising under the adoption of a common law trademark is not extra-territorial but that it is limited in extent to the actual territory covered by sales of the article carrying the trademark.

We will next consider the case of Hanover Star Milling Company *vs.* D. D. Metcalf, the decision in which was handed down co-incident with the decision in Allen & Wheeler Co. *vs.* Hanover Star Milling Company.

HANOVER STAR MILLING COMPANY *vs.* D. D. METCALF.

In this case the Hanover Star Milling Company, an Illinois corporation, engaged in the manufacture of flour in that state, brought suit against D. D. Metcalf, a citizen of the state of Alabama and a merchant engaged in the business of selling flour at Greenville, Butler County, Illinois, alleging trademark infringement in the use of the words "Tea Rose" for flour, and unfair competition in copying the general form of package and label employed by the Hanover Company. The evidence showed that Metcalf bought this flour from the Steelville Milling Company of Steelville, Illinois.

The Hanover Company first adopted the words "Tea Rose" as a brand of flour probably as early as 1886 and continued the use thereof, especially in the states of Alabama, Mississippi and Georgia. On the other hand, the Steelville Company appears to have adopted the brand in the year 1895, some 9 years after its adoption by the Hanover Company and to have used it in trade in Illinois, Tennessee, Mississippi, Louisiana and Arkansas. Sharp competition appears to have been carried on between the two companies selling flour under the "Tea Rose" brand at Meridian, Mississippi, in the years 1903 to 1905, with the result that the Hanover Company obtained a favorable decision of priority in an informal arbitration by officials of the Miller's National Federation, and for this, or some other reason, the Steelville Company retired and left the Hanover Company in complete control of the Meridian market. Aside from the business done by the Steelville Company at Meridian, there is no proof of business done by it in the southeastern states except that it made an isolated sale of "Tea Rose" flour to a merchant at Whistler, Alabama, in the year 1899 and two isolated sales, involving a small quantity in each case, to a retailer at Tupelo, Mississippi, in the year 1910 and to a retailer in West Point, Mississippi, in January, 1912.

The Hanover Company had extensively advertised its

"Tea Rose" flour throughout the states of Alabama and parts of Mississippi, Georgia and Florida and had built up an extensive business in these territories and no flour other than the isolated cases mentioned above, had been sold by anyone else under the "Tea Rose" brand in this territory.

It is to be noted that the Hanover "Tea Rose" was distributed in Butler County, Illinois, and adjoining counties in Alabama, by a grocery company whose place of business was at Greenville, Illinois, the residence of Metcalf, and a considerable business in the Hanover flour had been built up in those counties. As this grocery company had the exclusive sale of the Hanover "Tea Rose" flour in that territory, Metcalf was unable to procure it for distribution to his customers and he therefore, some time in the latter part of 1911, purchased a quantity of "Tea Rose" flour from the Steelville Company, which flour was put up in packages closely resembling those used by the Hanover Company, and by means of various ingenious methods of advertising, advised the public that he was selling Steelville Milling Company's "Tea Rose" flour. There was no evidence to show that Metcalf ever marketed this product under the representation that it was manufactured by the Hanover Company, but on the contrary always stated that it was manufactured by the Steelville Milling Company. It was not shown that the name had been registered either in the United States Patent Office or in any of the states by either of the companies.

The case, therefore, presented a common law trademark infringement and unfair competition.

The Court held that there was no evidence as to first use of the brand by the Steelville Company in the contested territory and denied the claim that the few isolated sales were sufficient to show either extensive, or continuous, use in this territory by the Steelville Company, and that therefore the Hanover Company had a right to be protected, at least against unfair competition, at the hands of the Steelville Company, or of Metcalf as its representative.

It was further held that the circumstances strongly indicated fraudulent intent to palm off the Steelville "Tea Rose" flour upon customers as being the same as the "Tea Rose" flour made by the Hanover Company, and that the mere substitution of "Steelville" in the place of "Hanover" on the labels was not convincing either that the intent was innocent, or that the results would be innocuous, and the Court further held that the Hanover Company was entitled to an injunction against Metcalf irrespective of its claim to affirmative trademark rights in that territory.

The decision of the Supreme Court, therefore, was:

1. That a few isolated sales by the Steelville Company did not give it the right of continuous use.
2. That Metcalf did not innocently adopt the words "Tea Rose."
3. That the Hanover Company is entitled to protection upon the ground of unfair competition.

A comparison of the decision in this case with that of the decision in Allen & Wheeler Co. *vs.* Hanover Company shows that in this decision the Supreme Court reaffirmed the position it took in the prior case, and went one step further by declaring that the first user of a common law trademark in a particular state can prevent a former adopter of the trademark from invading that territory upon the ground of unfair competition where the invader is not an innocent party. It is to be noted, however, that the Court has not specifically stated that such an invader may be ejected upon the ground of trademark infringement alone, although the result in this case was practically the same as if such a decision had been rendered.

(To be continued.)

Artificial Violet Perfumes.

Ruzicka points out that for the artificial preparations of perfumes of the ketone type resembling ionone and irone it is important to start from compounds which possess a fixed ethylene bond in the ring. The direct conversion of such compounds as a cyclohexenone containing such a bond into isoprene is then a simple operation.

HOW THE FIVE COLGATES MANAGE BUSINESS

By Kendall Banning, in System

If you have ever crossed the Hudson river in the evening near the famous downtown section of New York City, you have doubtless seen a huge, electrically-lighted clock—it is said to be the largest clock in the world—on top of a mammoth business building on the Jersey shore. That clock marks the "House of the Five Coffee Cups."

Of course that is not really the name of the house. But among those who have peeked behind the scenes of this great industrial institution on a Monday noon and seen the five brothers who own and conduct it, seated around the quartered oak table in their directors' room, under the old family portraits of their predecessors that look down upon them from the walls, and discussing the week's work under the stimulation of the *cafe noir* brewed in a percolator by the oldest brother, Richard, that is the picturesque title that has been applied to it.

The five brothers are named Colgate. For over a hundred years these five Colgates, and their father and their uncles and their grandfathers before them, have made soaps and perfumes. They have aimed to make better soaps than anyone else in the world. The making of their product they have made both their vocation and their avocation, and into the building of their business they have woven the romance and the ideals of their lives. To the five brothers who lunch together every Monday noon to discuss the problems of management, the house of Colgate is not alone a mere money-making venture; it is a monument to Colgate traditions and an expression of Colgate aspirations.

The house of Colgate was founded by a 17-year-old boy, William, the son of a political refugee from England who came to America at the time of the French Revolution and who died in debt. William apprenticed himself to a soap maker in New York. Four years later, when he was 21, William rented a two-story brick house on Dutch street and started.

The five Colgate brothers are picturesque figures. Their very name, which has been made familiar to millions of people through advertising, carries with it the suggestion of the staid American business men of the old school. A university to which one of the sons of William gave \$2,000,000 bears it. Another son founded a banking house in Wall street that is today one of the most powerful in the East. Another son started the Atlantic White Lead Company, that has since developed into the National Lead Company.

It was the sixth son, Samuel, who succeeded his father William in the soap business, and who for 40 years presided over its destinies—and the coffee cups. And today Samuel's oldest son, Richard, sits at the head of the table and lights the percolator every Monday and passes the coffee cups to his four brothers, Gilbert, Sidney, Austen, and Russell, seated in the precedence determined by their ages.

All are well groomed, cultured, American gentlemen. All five are graduates of Yale. And each has been trained for the particular task in the conduct of the business to which he has been assigned.

Richard, being the oldest, is the president. His department is that of purchasing and packing. It is his duty to

search the world for oils and essences and sweet scented woods that are the basis of the perfume; to buy the hundreds of tons of rose leaves from which the fragrance is extracted, and to present them in attractive containers designed by his own art department.

Gilbert and Austen are the two vice presidents. It is their joy to run the factory and to take responsibility for the manufacturing processes.

Sidney, the fourth brother, is the treasurer; the sales and distribution problems come under his immediate control.

And Russell, the youngest, is the secretary of the company and the head of the office force.

There is something of the apostle in the spirit of the Colgate Brothers. They are not engaged merely in the prosaic job of making and selling soaps, they are preaching the gospel of health and cleanliness.

The five brothers have created much of the atmosphere that one finds in England rather than America—an atmosphere that is created by a background and a tradition that reaches back into the past. Yet tradition has not become to them, as it becomes to some, a wagon to carry them along the industrial highway through its momentum.

On the contrary, it is an incentive to effort. Modern machinery and methods are being constantly introduced and the most approved plans for solving the intricate problems of present day business are welcomed with the eagerness that marks the young and alert business enterprise, rather than an institution whose offices are adorned with specimens of its products that were made a century ago and gold-framed portraits and hand-written correspondence of the ancient worthies who guided its course a generation before the days of the railroad.

Yes, the house of Colgate is a good deal more than a profitable manufacturing company. It is an expression of a family sentiment and an industrial ideal, maintained by five picturesque brothers of the third generation who settle their problems of management every Monday noon over their coffee cups.

PROBLEM OF FOREIGN TRADE

The Foreign Trade Department of the National Park Bank, of New York, discussing the foreign trade position of the United States, says that our strength lies in quantity production and that one might well compare the premium paid on the American dollar abroad with an export duty imposed upon our shipments to various countries.

"This premium," says the bank, "is a serious burden and adds just so much to the price paid by foreign countries for doing business with the United States. The difficulties in the way of overcoming exchange disparities are numerous, and it is apparent that the situation cannot be remedied at once. Although it is understood that the only solution lies in the direction of the establishment of credits in favor of foreign buyers, the variety of opinion as to the best way to proceed has not been conducive to prompt action.

"The situation calls for comprehensive relief measures along broad gauge lines, since piecemeal assistance will not answer to readjust exchange rates in a material way. At the same time an accurate estimate as to what the total requirements will amount to seems difficult to obtain.

Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President Joyce announces the following committees for the current association year:

SCIENTIFIC RESEARCH COMMITTEE.

P. L. Beggs, Chairman, Styron-Beggs Co., Newark, O.
John N. Clawson, The Clawson Co., Philadelphia, Pa.
F. M. Boyles, McCormick & Co., Baltimore, Md.
G. H. Redmond, Sherer-Gillett Co., Chicago, Ill.
B. H. Smith, Baker Extract Co., Springfield, Mass.

MEMBERSHIP COMMITTEE.

Gordon M. Day, Chairman, Day-Bergwall Co., Milwaukee, Wis.
W. H. Hyde, Abner Royce Co., Cleveland, O.
M. H. Zimmer, Chicago, Ill.

LEGISLATIVE COMMITTEE.

R. H. Bond, Chairman, McCormick & Co., Baltimore, Md., and the State Committeemen.

PUBLICITY COMMITTEE.

Geo. H. Burnett, Chairman, Joseph Burnett Co., Boston, Mass.
W. H. McCormick, McCormick & Co., Baltimore, Md.
C. F. Sauer, C. F. Sauer Co., Richmond, Va.

TRADE INTEREST COMMITTEE.

R. H. Heekin, Chairman, Heekin Spice Co., Cincinnati, Ohio.
G. C. Davis, Davis Mfg. Co., Jellico, Tenn.
F. A. Ross, Stickney & Poor Spice Co., Charlestown, Mass.

TRANSPORTATION COMMITTEE.

S. J. Sherer, Chairman, Sherer-Gillett Co., Chicago, Ill.
C. L. Newton, Newton Tea & Spice Co., Cincinnati, O.
L. B. Parsons, Seeman Bros., New York, N. Y.

COST COMMITTEE.

F. P. Beers, Chairman, C. L. Cotton Co., Earlville, N. Y.
C. F. Sauer, C. F. Sauer Co., Richmond, Va.
J. L. Clawson, Clawson Co., Philadelphia, Pa.
R. E. Heekin, Heekin Spice Co., Cincinnati, O.
T. W. Carman, Baker Extract Co., Springfield, Mass.

INSURANCE COMMITTEE.

C. W. Jennings, Chairman, Jennings Mfg. Co., Grand Rapids, Mich.

COMMITTEE ON HOW TO INCREASE SALES.

R. E. Heekin, Chairman, Heekin Spice Co., Cincinnati, O.

STATE COMMITTEEMEN.

California: Paul Rieger, Paul Rieger Co., San Francisco.

Illinois: A. W. De Latour, Jewel Tea Co., Chicago.

Indiana: Geo. H. Lynas, J. B. Lynas & Son, Logansport.

Iowa: J. F. McFadden, McFadden Coffee & Spice Co., Dubuque.

Louisiana: H. R. Stevens, Crescent City Carbonate Co., New Orleans.

Michigan: H. L. Jenks, Jr., Foote & Jenks, Jackson.

Minnesota: Wm. McMurray, Wm. McMurray & Co., St. Paul.

Maryland: R. H. Bond, McCormick & Co., Baltimore.

Massachusetts: Geo. H. Burnett, Joseph Burnett Co., Boston.

Missouri East: Dr. C. E. Caspari, F. W. Chamberlin Co., St. Louis.

Missouri, West: S. W. Noggle, S. W. Noggle Wholesale & Manufacturing Co., Kansas City.

New Jersey: F. S. Muchmore, Hallock-Denton Co., Newark.

New York, South: Fred S. Rogers, McMonagle & Robers, Middletown, N. Y.

New York, North: F. J. French, The R. T. French Co., Rochester.

Ohio, North: W. H. Hyde, Abner-Royce Co., Cleveland.

Ohio, South: C. L. Newton, Newton Tea & Spice Co., Cincinnati.

Oregon: C. C. Richard, Closet & Devers, Portland.

Pennsylvania, East: S. F. Irwin, L. H. Parke Co., Philadelphia.

Pennsylvania, West: J. L. Klingensmith, Pittsburgh Food Products Co., Pittsburgh.

Tennessee: G. C. Davis, Davis Manufacturing Co., Jellico.

Virginia: B. J. Fishburne, S. P. Hite Co., Roanoke.

Washington: J. W. Kahle, Crescent Mfg. Co., Seattle.

Wisconsin: C. E. Easton.

Canada: W. M. Shirriff, Imperial Extract Co., Toronto.

WATCHING GEORGIA LEGISLATION

Manufacturers of soda water flavors have had their attention called to what is declared to look like an attempt to interfere with the manufacture of coca-cola and similar drinks, through legislation pending in the Georgia Legislature. The Alabama law-making body is also causing uneasiness, having before it a stringent revenue bill.

Thomas E. Lannen, secretary of the National Manufacturers of Soda Water Flavors, announced that a bill introduced by Senator Kea in the Georgia Senate prohibits the sale of any beverage made from any patent formula used as an intoxicating drink, or as a substitute for or imitation of such intoxicating drink, which beverage contains any quantity of caffeine.

In the Alabama House, Mr. Lannen says, there is before the Ways and Means Committee a bill by Representative Murphree, which has for its purpose increased revenue. Schedule 96 imposes a yearly license of from \$10 to \$25 upon retailers of soft drinks, depending upon the population of the location where such business is conducted. Schedule 127 imposes a tax of one-half of one cent per bottle upon the manufacture of soft drinks.

Mr. Lannen says the pending legislation in both States should receive the immediate attention of manufacturers and others interested.

IMPORTANT RULING ON USE OF ALCOHOL.

Circular No. 92, just issued by the Flavoring Extract Manufacturers' Association on the subject of the "Legal Use of Non-Beverage Alcohol" is of the utmost importance to members of the association, and to all other extract makers and perfumers as well.

The attention of all of the members of the association is called to the following communication from the Commissioner of Internal Revenue to Mr. R. H. Bond, under date of July 14, 1919, and also to the additional warning issued by the Internal Revenue Department under date of July 24, 1919. Both of these documents are of the utmost importance to all members, and they are advised to read them with the utmost care:

Treasury Department, Washington,
Office of Commissioner of Internal Revenue,
July 14, 1919.

Mr. R. H. Bond, Chairman, Legislative Committee, Flavoring Extract Manufacturers' Association, Baltimore, Md.

SIR: Receipt is acknowledged of your communication of June 25, 1919, in which you state that one of the members of your association has received a letter from the Smith Mercantile Company of Clinton, N. C., reporting that revenue officers had advised the retail trade in that town that it was against the law to sell extracts that contain 90% of alcohol, and extract of lemon, and that to handle these goods a \$500 license would be required. You enclose your letter written to the Smith Mercantile Company in reply, which shows that you understand these instructions were erroneous and you ask for an expression from this Department.

You are advised that this Department recognizes that the use of non-beverage alcohol in flavoring extracts is legitimate, but it is required that the standards set forth in Treasury Decision 2788, copy of which is enclosed, be strictly observed by manufacturers. The alcoholic content is not controlling as long as the percentage used does not exceed the amount necessary to cut the oils, or extract the desired active principles and hold them in solution. The standards prescribed by the Secretary of Agriculture must be used whenever such a standard is prescribed. The responsibility of manufacturers does not end with the close observance of these standards. As many extracts are easily and generally used as beverages the manufacturers, as well as all dealers, must take every precaution to insure that preparations of this character are not distributed in such a manner as to warrant the reasonable assumption that they would be used for beverage purposes.

Whenever the prescribed standards are not observed, or whenever sales are made under circumstances from which the dealer should deduce that the extracts would not be used for legitimate purposes, manufacturers and dealers will be held strictly accountable and all taxes and penalties imposed by law will be asserted. This policy will be adhered to, whether or not the prescribed standards have been followed in the manufacture of the Extracts. Manufacturers will also be severely penalized whenever any of their products are found upon the market not made in accordance with the standards prescribed, regardless of the intent with which they were produced and sold, and of the uses to which they have been put.

At the present time and notably in the prohibition States of the South, there are many extracts on the market that

are below standard and are being sold for beverage purposes. No retail dealer will be required to pay special tax, however, as long as his sales are for legitimate purposes, and he is not aware of the fact that the extracts sold by him in good faith have been disapproved by this Department. In the case of extracts which are below standard, but have been sold in good faith, a dealers' liability will begin when he is notified of the character of the preparation. It is the opinion of this office that the revenue officers in the case you refer to warned dealers against the products of certain manufacturers which are known to be of a questionable character.

The Revenue Agent in charge in the North Carolina division will be notified of the contents of your letter in case any of his officers are not correctly informed on this question.

It is the desire of this Department to co-operate in every way with manufacturers of flavoring extracts who are endeavoring to maintain the standards required and to confine the use of flavoring extracts to legitimate purposes. Any additional information that this Department can furnish you will be gladly given upon request. Respectfully,

H. M. GAYLORD,
Deputy Commissioner.

Treasury Department.
Office of Commissioner of Internal Revenue,
Washington, D. C., July 24, 1919.

Statement of Bureau's Policy in Regard to the Compounding and Sale of Medicinal and Toilet Preparations and Flavoring Extracts.

To Collectors of Internal Revenue:

The general abuses recently discovered in prohibition territory of preparations manufactured with non-beverage alcohol indicate that a change is necessary in the Bureau policy of enforcing the regulations governing such manufacture.

It has become clear that greater precaution must be taken to prevent the marketing, under the guise of legitimate and necessary medicinal and toilet preparations and flavoring extracts, of preparations which do not conform to the standards fixed by regulations, and which are easily and generally diverted to beverage uses. It is not only important that the revenues should be protected in this regard, but also that manufacturers who habitually comply with the regulations and take care that their preparations are not sold as beverages, should not be discredited through the operations of the unscrupulous.

The present regulations (Treasury Decisions 2760 and 2788) set forth the prescribed standards for all preparations in which non-beverage alcohol may be used.

Abuses have developed to such an extent that it is believed to be essential to depart from the lenient policy adopted in the past in enforcing these Treasury Decisions. Hereafter, all manufacturers of preparations in which non-beverage alcohol is authorized to be used will be uniformly held for tax and penal liability where their products have been found to be manufactured and marketed otherwise than according to the regulations. This rule will be followed even though there is no evidence indicating bad faith or neglect on the part of the manufacturer or user of non-beverage alcohol.

The general excuse given by manufacturers whose preparations are found upon the market after having been sold for beverage purposes and manufactured otherwise than according to the regulations, has been that such manufacturers were in ignorance of the requirements of the Bureau. Accordingly, you are directed to send to

each manufacturer, pharmacist, or other person in your district holding a permit to use non-beverage alcohol in preparations of this class, a copy of Treasury Decision 2760 and of Treasury Decision 2788, with a circular letter calling attention to the fact that all preparations manufactured by them must conform to the standards of the U. S. P., the National Formulary, or Circular 19 of the Department of Agriculture, and to the regulations of the Bureau governing the manufacture and sale of such preparations.

The circular letter should advise the permit holders it is essential that through constant supervision and frequent tests, they assure themselves that their products are being manufactured according to regulations, and that the Department will hereafter hold them accountable. The duty is also clearly upon them, under the law, not only to assure themselves that their products are being manufactured in a legal manner, but that they are not distributed in such manner as to encourage their use as a beverage.

In conclusion the letter should carry the warning that whenever a preparation is found upon the market which does not conform to the required standards, full tax liability and all penalties, civil and criminal, imposed by the law, will be asserted regardless of the ostensible purpose for which the preparation is made.

Manufacturers, wholesale and retail dealers will similarly be held strictly accountable whenever it is found that the preparations made or distributed by them have been made or distributed under such preventable circumstances as would have assured them, had they cared to ascertain the facts, that the preparations were to be distributed and used as beverages.

Please give general publicity to this statement of the Bureau's policy.

DANIEL C. ROPER,

Commissioner of Internal Revenue.

Exports of Flavoring Extracts.

Exports of flavoring extracts in June from the port of New York were as follows: France, \$1,243; Greece, \$128; Italy, \$177; Norway, \$1,715; Portugal, \$199; Russia in Europe, \$125; England, \$1,591; Bermuda, \$179; Costa Rica, \$173; Guatemala, \$300; Honduras, \$174; Panama, \$190; Salvador, \$55; Mexico, \$5,232; Newfoundland, \$2; Barbadoes, \$26; Jamaica, \$479; Trinidad, \$236; British West Indies, \$495; Cuba, \$6,852; Danish West Indies, \$612; Dutch West Indies, \$211; French West Indies, \$12; Haiti, \$200; San Domingo, \$889; Argentina, \$388; Bolivia, \$50; Brazil, \$1,420; Chile, \$332; Colombia, \$810; Ecuador, \$482; Peru, \$347; Uruguay, \$265; Venezuela, \$1,610; China, \$1,486; British India, \$820; Hong Kong, \$363; Japan, \$417; Australia, \$432; Philippine Islands, \$20; Belgian Congo, \$26; British South Africa, \$28; British East Africa, \$8; British Africa, \$95; total, \$1,945.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

Single Issue Worth Ten Times the Cost.

(H. L. G. Dalrymple, The Trade Laboratories, Inc., 320 Market St., Newark, N. J.)

I would not miss a single issue for ten times its cost. I would feel entirely out of touch with the perfume and soap trade and the general market conditions. I read THE AMERICAN PERFUMER from cover to cover and keep it right where I can refer to it daily.

I thank you for giving our trade such an enterprising journal, one that we can point to with ever increasing pride, and wish you continued success.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

Soda Water Tax Half Repealed

The first step toward giving relief to the drug and soda fountain trade from the petty annoyance of collecting a one-cent tax on soda water and ice cream was taken by Congress when the House, without a record vote, agreed to the repeal of the war-time tax placed on these luxuries. In addition that body repealed the war tax on non-alcoholic fruit juice beverages. The Senate has not acted so far.

STATE. Pennsylvania.

At a recent conference of the Pennsylvania Food Officials, the fact that saccharine had recently been reduced in price from \$42 a pound to \$6 a pound, was reported and it was decided to start an investigation throughout the entire State and arrests were ordered in every instance where saccharin or other adulterants are found to be used.

Forty dealers of soda water in Philadelphia were arrested in one week by Robert M. Simmers, agent of the Bureau of Drug Control, of the Pennsylvania State Dairy and Food Commission, charged with using coal-tar dyes and saccharine in their manufacture. Arrests were made following analyses by Dr. Charles H. La Wall, State chemist.

West Virginia

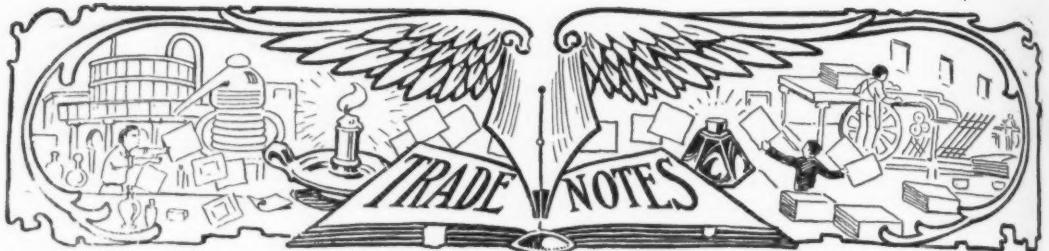
The sale of toilet waters containing a high percentage of alcohol, is forbidden in an official order issued last month by W. S. Hallanan, West Virginia State Prohibition Commissioner. Chief of Police John Coon, of Huntington, notified the commissioner that a prisoner in police court today told the magistrate that he became intoxicated after drinking some toilet water which contained 75 per cent alcohol.

FRUIT JUICE BEVERAGE TAX

Provision for a tax on pure fruit juice beverage is made in a bill introduced by Representative Hawley, which is now under consideration by the House Ways and Means Committee. It proposes that "there shall be levied, collected, and paid upon all non-alcoholic fruit-juice beverages, whether carbonated or not, whether consisting of pure fruit juice or of pure fruit juice to which sugar and water or both have been added, when sold by the manufacturer, producer, or importer, in bottles or other closed containers, a tax of 2 cents per gallon, and such beverages shall not be deemed soft drinks. All provisions of any act or acts inconsistent with the provisions of this act, or imposing any other or different tax on the articles taxed herein are hereby repealed."

Misbranded Olive Oil Seized.

Shipments of olive oil, which are misbranded so as to contain false statements as to the country of origin, are being seized by the Federal food inspectors. Such shipments, misbranded as having been produced in Italy, but which in fact were produced in Spain, have been seized in San Francisco, the officials of the United States Bureau of Chemistry announce. Italy has not yet removed the war embargo on the shipment of olive oil from that country, and as a result, there is practically no Italian olive oil on the market in the United States now.



Mr. Edgar H. Laing, the vegetable oil expert, of 102 Wall street, New York, who has been enjoying a vacation in the Adirondacks, has returned to the city.

Lehn & Fink, Inc., wholesale druggists, of this city, have purchased a site in Bloomfield, N. J., comprising 21½ acres for the erection of a plant of eight or nine large buildings to supplement their plants in Manhattan and Brooklyn, New York City.

In our issue of March, 1913, appeared an article by Mr. F. W. Nye, a prominent advertising man, then connected with the Butterick Publishing Company, entitled "Wanted: A 'Tiffany' of the Perfume Business." The "Tiffany" of the business has apparently arrived in the person of Mr. Victor Vivaudou, president and moving spirit of the business that bears his name.

The recent reorganization of V. Vivaudou, Inc., as a Delaware corporation of 300,000 shares (no par value), controlled by Mr. Vivaudou personally, has served to focus the attention of the perfume industry on the remarkable and rapid

rise of this prince of the industry.

Mr. Vivaudou came to this country from France a few years ago rich in education, training and ideas, as familiar with raw materials as with the manufacture of perfumes and their marketing. We have written encomiums on Mr. Vivaudou and we moderate our praise at this time only that it should not appear too fulsome.

The facts speak well for themselves. The business done by the Vivaudou company during the past three months was at the rate of more than \$5,000,000 per year, and the wide plans that Mr. Vivaudou and his associates have in mind for the future should insure its further great expansion.

It will be recalled when the Vivaudou company was formed the United Drug Company acquired the interests of the Riker-Hegeman people, and the remaining capital was furnished by men prominent in another line. A few months ago Mr. Vivaudou personally bought out the other interests in the company and then organized the new company, in which there are well-known banking interests.

Plans have been made for a large Eastern factory and



VICTOR VIVAUDOU.

for the enlargement of the Paris plant, and another plant on the coast may follow. The officers of the company are Victor Vivaudou, president; Geo. L. Storms, vice-president; M. S. Schatzkin, treasurer; Alexander Levene, secretary; H. C. McBride, assistant treasurer.

Mallinckrodt Chemical Works of St. Louis, it is announced by the War Department, is one of the concerns that has arranged with the department for the organization of industrial training classes for soldiers and sailors.

Herewith we take great pleasure, for editors are human beings even in print, in presenting a picture of an Ivorydale

(Procter & Gamble) engineer enjoying a ramble on the famous European Riviera. Capt. E. N. C. Rogers, Q. M. C., A. E. F., attached to the U. S. Third Army, has been doing valiant service at the front and since the armistice was signed has been in the occupied part of Germany, with the Fourth Corps Motor Supply Train.

Captain Rogers, who will be better identified by his name of Norman Rogers, recently had a leave of absence from his usual duties

to celebrate peace day, and in the accompanying half-tone we show him at Grasse, France, where, with the true professional instinct, he took an interest in learning what he might briefly of the perfume industry. So really the Captain was combining business with pleasure when he sought out the Grasse perfume region for his holiday.

National Aniline and Chemical Co. has applied to the directors of the New York Stock Exchange for the listing of its stock on the exchange. The stock to be listed consists of \$23,524,700 voting trust certificates for 7 per cent cumulative preferred stock and 395,990 shares of voting trust certificates for common stock of no par value.

Mr. Addington Doolittle, Secretary-Treasurer of Edward T. Beiser Company, Inc., importers of essential oils and synthetics, New York City, in charge of the Chicago office, at 209 South State Street, was a recent caller at our office. Mr. Doolittle reports that the company's business is growing very rapidly.

Mr. F. W. Heine, of Compagnie Duval, 177 William Street, New York, will sail for Europe on a business trip September 3, on the *Noordam*. The business of Compagnie Duval, under the proprietorship of Messrs. F. W., and Charles Heine, has had a healthy growth, and they report even better prospects for the future.

Sociedad Anonyma Florfér, Jaen, Spain, one of the largest Spanish houses distilling essential oils, are now represented by Orbis Products Trading Company, 215 Pearl Street, New York. All the oils they ship are said to be of their own manufacture and include principally lavender, rosemary, thyme, verbena, etc.

SOLEMN THOUGHTS—If you see an editor who pleases everybody, there will be a glass plate over his face and he will not be standing up.—*Thomaston Times*.

Major Joseph Kane of the field intelligence department of the British Army dropped in recently on his way back to Australia. Major Kane served four and a half years in the great war and had many very interesting experiences. He is a manufacturer of toilet preparations in Sydney, N. S. W., Australia, and will resume the arts of peace on his return to his great Commonwealth.

Mr. William M. Drew has been transferred from the Cleveland office of the Marden, Orth and Hastings Corporation to the St. Louis office of the same corporation, as assistant to the manager, David Lewis.

Mr. C. A. Tome, general manager of the Bond Mfg. Co., Wilmington, Del., makers of collapsible tubes, was a recent visitor to New York City. Mr. Tome reports business booming with orders from abroad as well as from domestic manufacturers.

Reports that McKesson & Robbins, of New York, were interested in a drug merger, were based on the fact that the firm recently purchased the plant of the National Synthetic Co., including 350 acres of land, near Perth Amboy, N. J. McKesson & Robbins simply took over the plant of a war industry and will apply it to other purposes. McKesson & Robbins recently sent several representatives to Europe in connection with its business.

Regarding a suit by Addison B. Willson, a salesman, demanding a total of \$55,640 damages for alleged breach of contract, the firm has made no statement.

The Arabol Manufacturing Company, of this city, through its attorneys, Stroock & Stroock, has filed its reply at Washington to the charges made against it by the Federal Trade Commission, alleging various practices held to be illegal and unfair. The company denies that in the course of its business of manufacturing and selling sizing, soap, glue and kindred products in the states and territories of the United States it is now, or any time in the past ever has been, paying or offering to pay to employees of both its customers and prospective customers, and its competitors' customers and prospective customers, without the knowledge and consent of their employers, sums of money as an inducement to influence their said employers to purchase, or contract to purchase, from the respondent sizing, dyes, soap, glue and kindred products or to influence

such customers to refrain from dealing or contracting to deal with competitors of the respondent. It asks that the complaint be dismissed.

Schedules in bankruptcy have been filed in the United States District Court by Barbara-Elizabeth, Inc., manufacturer of soaps, etc., of Beacon, N. Y. The schedules show liabilities of \$6,310, of which \$4,928 are stated to be secured claims. Assets are given as \$3,631, of which the principal items are:—Stock, \$1,175; accounts due, \$384; fixtures, etc., \$543, and merchandise shipped on assignment, \$710. The largest creditors are Charles N. Gallon, \$2,870 and Park & Weiss, \$867.

McCormick & Co., manufacturers of extracts, essences, and other products at Pratt and Concord streets, Baltimore, have purchased a large lot at Barre and Light streets, with the expectation of building a large warehouse for storage purposes.

McCormick & Co., took their entire force, about 350 persons, on an outing to Fairview Beach on July 19. The trip to the resort was made on the steamer *Kitty Knight*, and on the grounds baseball contests, dancing, boating, bathing and divers games were indulged in. Refreshments were served. The Committee of Arrangements included George A. Snoops, chairman; J. G. Luttrell, William Essig, C. A. Farrington, J. T. Shone and F. H. Long. W. M. McCormick, president of the company, personally looked after the comfort of the party.

Mr. Oscar Beiser, until recently a first lieutenant in the army aero service, is now assistant manager of the Edward T. Beiser Co., Inc., 110 West Fortieth street, New York. Mr. Beiser, who is a brother of the president of the company, Mr. Edward T. Beiser, studied at Washington University, St. Louis, and to supplement his ample education has had valuable business experience.

Mr. William N. Kohlins, for many years in the dry color business, has purchased a controlling interest in the Middlesex Aniline Co., Inc., of which company he is now president, the office and factory of the company being at Lincoln, N. J.

Mr. Erwin F. Spellmeyer, a consulting chemist, has sued Lehn & Fink, of New York City, in the Supreme Court for \$5,000. He alleges that he was engaged on March 18, 1919, by the firm and worked for the firm until June 7, 1919. He claims that \$5,000 is due him "for professional services as consulting chemist in preparing certain chemical methods and formulas, and in the submission of said methods and formulas to the defendant." Lehn & Fink deny the money is due plaintiff and will contest the suit.

Mr. J. A. Bruno, general manager of the Caribbean Soap Co., Inc., of Guayama, Porto Rico, was a recent visitor to New York City.

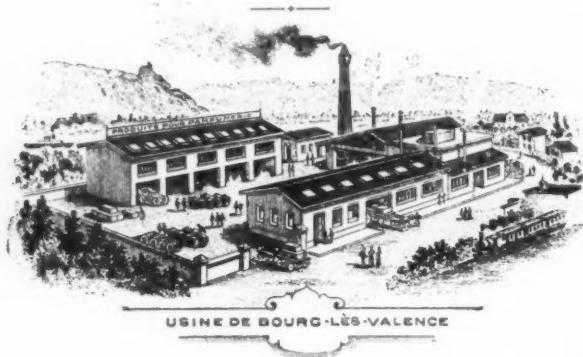
Mr. T. O. Williams, manager of the Southern Chemical Co., Petersburg, Va., is an active member of the Flavoring Extract Manufacturers' Association and is one of its most substantial members. Some printer who did not know Mr. Williams as well as do the members shifted his card index into the list of visitors in the last convention report. These errors happen, but are quickly corrected.

THE AMERICAN PERFUMER

Mr. H. Techow, manager of the foreign department of Van Dyk & Co., Inc., New York, sailed for Cuba on the 23rd inst., and from there will visit South American countries. His trip will occupy about eight months.

Mr. John H. Neumann, manager of the Chicago branch of the Special Products Department, National Aniline and Chemical Co., Inc., New York, was a recent visitor to headquarters in conference with W. W. Jones, manager of the department. The Chicago branch has been spreading considerably and is now occupying quarters covering 25,000 square feet. The New York office is now installed in a separate building of four stories at 21 Burling Slip, adjoining and connecting with the main building of the company.

The accompanying engraving is that of the plant of Usines de Bourg Junillon, Valence, France, who established this synthetic manufacturing industry over twenty years ago. The establishment covers over five acres and the buildings are now being added to by a large wing, which will increase the



manufacturing facilities over 50 per cent. Since its inception the products produced in this plant have been sold almost entirely in European countries, but now that the plant is being enlarged, new markets can be taken care of.

Mr. Junillon, who is represented in this country by the Orbis Products Trading Company, Inc., 215 Pearl street, New York, expects to visit the United States this fall, and in company with representatives of the Orbis company will visit perfumers, soap makers, etc.

Col. Austen Colgate, of Colgate & Co., has refused to become a candidate for Governor of New Jersey. The Colonel has served in the State Senate and has many warm admirers in the Republican ranks, but he is adamant to their desire that he should be a candidate this autumn for the gubernatorial office.

Mr. A. Alexander, the consulting perfumer and special machinery expert, and his estimable wife have been enjoying life in the summer term at Greenwood Lake, N. J. Mr. Alexander writes: "Here is the place to be at. Close to nature. Am having great luck fishing. Some fine bass and pike, as well as pickerel."

Franklin Soapstone Products Corporation, Roanoke, Va., has increased its capital from \$100,000 to \$125,000.

The name of Power-Horn & Meltor, Inc., Long Island City, N. Y., has been changed to Pierre Lemoine Cie, Inc., which latter corporation held a controlling interest in the stock of the former concern. The capital stock of \$10,000 has been increased to \$25,000. The officers are as follows: President, William M. Power; secretary and treasurer, C. R. Meltor; directors, John Marquard, W. M. Power and C. R. Meltor. The New York address will continue to be 97-99 Nassau street.

The sole selling agency for entire Canada and Alaska has been given to H. F. Pacaud & Cie, 631-633 Rue St. Paul, Ouest, Montreal. All business in that territory will be referred in future to the Pacaud company.

Mr. M. H. Howell, managing director of the Misner Mfg. Co., Ltd., Goderich, Canada, was a recent visitor to New York and called at our sanctum.

Mr. C. H. Alker, manager of the essential oil department of the Orbis Products Trading Company, Inc., 215 Pearl Street, New York, while disporting on the sands at Long Beach, August 3, with Mr. William Lau, superintendent of the Drug and Chemical Club, picked up a five-pound lump of ambergris that may possibly render him independent for life. Mr. Alker has a very keen eye and as soon as he saw the strange looking lump he rushed and picked it up and carefully carried it to the Hotel Nassau nearby, where he placed it in the burglar proof safe.

The ambergris had apparently been kicked around the beach for a week or more by bathers and others who evidently had been more intent upon the human beauties of the beach than the treasure trove of the deep. Of course, Mr. Lau declared himself in on the "find" and expects to buy another new car with his share of the proceeds.

Failure of the Senate to permit the appointment of an American delegate to the Reparation Commission of the Peace Conference has had the effect of preventing the United States from taking any action along the line recently suggested for the appointment of an international dyestuff conference to act as an advisory body to the Reparations Commission. Burwell S. Cutler, who is now in Europe in behalf of the Department of Commerce, has been under consideration by Secretary Redfield for designation as the American member of such a dyestuff body, but it is reported that President Wilson had vetoed his designation pending the naming of an American member of the Reparation Commission.

The consolidation of the Louisville Soap Co., and the Edible Oil Co., foreshadowed in our June issue, has been practically completed, the new company being capitalized at \$4,400,000, and taking over the entire properties of the two companies, including the soap plant, the Buttercup line of tank cars, and the Edible plant, which was formerly the plant of the Kentucky Refining Co. F. W. McKee, who was president of the Edible company, will be president of the new concern, and John S. Middleton, president of the soap company, has become chairman of the board.

The Magic-Keller Soap Co., Louisville, has installed a department for manufacturing laundry chip soap.

Colonel Charles F. Weller, formerly president of the National Wholesale Druggists' Association and president of the Richardson Drug Co., of Omaha, returned to his home recently, accompanied by Mrs. Weller, from an extended outing in Colorado. They are now making their plans for an Eastern trip. They expect to arrive in New York about September 10, stopping on the way at the Bald Mountain House, Third Lake, Old Forge, N. Y.

The railroads have met the demands of the National Wholesale Druggists' Association for reduced rates to the coming forty-fifth annual convention at New Orleans, beginning Monday, November 3. Should 250 members turn over to the Committee on Rates and Routes at the convention a convention certificate obtained at the time of purchasing tickets, the railroads will grant a price and a third rate for the round trip to and from New Orleans.

The Carpo Soap Co., of Decatur, Ill., is reported to have been dissolved as a corporation.

Information of a most valuable character will be available to those who visit the National Advertising Exhibit, to be held as a part of the convention of the Associated Advertising Clubs of the World, at New Orleans, Sept. 21 to 25, says a bulletin from the advertising association. In addition to the fact that this year's advertising exhibit will take a new form, embracing complete showings of several actual advertising campaigns, it is also announced that at stated hours, those who planned and executed the campaigns shown will be on hand to explain them and to answer any questions which are not answered to the complete satisfaction of the visitor by the exhibits themselves. The address of the Associated Advertising Clubs, is 110 West 40th Street, New York City.

The new parcel post convention with Spain has been agreed to. The exchange of parcels will begin September 1 pending final ratification. The treaty includes service to the Balearic Islands, Canary Islands and possessions in Northern Africa. The weight limit is eleven pounds and each parcel must be accompanied by three Customs declarations, when destined for Spain, and two declarations when destined for the Balearic Islands, Canary Islands or Northern Africa.

The rate is twelve cents a pound or fraction, but when the parcels are destined for the Balearic Islands or the Northern African possessions each parcel must carry in addition a 5 cent stamp for transit charge; and when destined to the Canary Islands, 10 cents.

Perfumeria Barclay, a Delaware corporation, has appointed W. H. Hayward, 26 Beaver street, as its representative in New York. The incorporators are all residents of New York City, as announced in our last issue.

Mr. R. W. Glendinning, general manager of the Pacific Coast Talc Co., Los Angeles, Cal., was a recent visitor to the East.

The forthcoming national exposition of chemical industries at the Coliseum and First Regiment Armory, Chicago, during the week of Sept. 22 to 27, holds possibilities of as great benefit to American chemical industry

as during the war period when it contributed so much to the firm establishment of a chemical industry in this country. This exposition, it is expected, will prove that the chemical industry in this country is advancing swiftly and surely; that the industries are flourishing and that the end is not yet in sight. It will show what optimism has done for the country and what a continued spirit of optimism can do.

The firm Keller-Dorian, Silvin & Cie, whose initial insert appears in this issue, was established in Lyons in 1890 by M. Keller-Dorian. Up to that time the manufacture of fancy papers was practically a German monopoly and was done by lithography. This process made the cost of production rather expensive and limited the use of such papers.



PLANT OF KELLER-DORIAN, SILVIN & CIE.

In 1889 M. Keller-Dorian conceived the idea of printing the paper continuously from engraved copper cylinders, in the same manner as was practiced in making print cloths. By this process all the colors are printed at the same time by means of a single and unique passing of the paper through the machine at a speed varying from 1,500 to 4,500 feet per hour.

In 1900 M. Silvin joined the firm and since then its scope has been considerably widened, and it now occupies a leading place in the fancy paper industry.

At the outbreak of the war, the firm's travelers numbered about forty, reaching every civilized country, and since resumption of peace the firm's foreign business has again been given adequate attention.

John Pagnamalli, for several years employed as a soap maker by the Orford Soap Co., has started the manufacture of toilet soap at 30 Oak street, Manchester, Conn.

There was \$851,661 worth of aniline dyes exported from the United States in June, according to figures compiled by the Department of Commerce.

Samuel W. Seals and John O'Connor, co-partners, doing business as Seals & O'Connor, filed a judgment recently for \$96,817 against the Federal Dyestuff and Chemical Corporation. The judgment was obtained in Kings County and filed in New York County. N. W. Hill obtained a judgment for \$26,929 against the same company. This judgment was obtained in Kings County and filed in New York County.

Grant Watkins & Company, manufacturers of toilet preparations, have taken space on the 21st floor of the Bush Terminal Sales Building, New York City.

J. L. Hopkins & Co. announce the return from overseas of Edwin B. Hubbard, of their traveling force. Mr. Hubbard served in the Aviation Corps with distinction for more than two years.

Mr. S. B. Penick, of S. B. Penick & Co., Inc., New York, attended the recent annual meeting of the corporation at Marion, N. C., and inspected the firm's mills and warehouse at Asheville.

NEW PRICE LISTS, CIRCULARS, ETC.

UNGERER & Co., New York.—We are in receipt of a circular letter from this firm calling our attention to the grave situation in the south of France regarding Oil of Neroli. They say in part:

"Last season's crop of orange flowers in France was smaller than ever before recorded. This year that poor showing has been more than cut in half."

"Added to the poverty of the flower crop is the difficulty in distillation which has confronted the French producers. What the frost did to the blossoms, labor and coal shortage did for the distiller. Transportation handicaps have conspired still further to restrict grievously the current and prospective supplies of oil neroli and all other Orange flower products as well."

GATTEFOËSSE FILS, Lyon, France.—We have received the June price list of this firm's line of perfumes and perfumer's materials.

C. E. ISING CORPORATION, 116 West 39th street, New York, sends us its August wholesale price list of essential oils, aromatic chemicals and drugs.

KIRK, GEARY & Co., Sacramento, Cal., sends us their July price list of toilet requisites, perfumes, flavoring extracts and fountain supplies.

INTERNATIONAL CORK CO., Brooklyn, N. Y., transmits to us its latest folder devoted to hygienic corks.

GEORGE V. GROSS & Co., New York and Chicago, send us a price list of rose materials issued by the Chicago branch, of which F. H. Sawyer is the manager.

PIERRE LEMOINE CIE, 99 Nassau street, New York, have furnished us with their latest catalogue of flavoring bases, essences, emulsions and extracts. A large variety is offered to the trade, including natural and vegetable flavoring essences, extra concentrated ethereal fruit oils, terpeneless oils of lemon, orange and lime, liquor and cordial flavors, emulsified non-alcoholic concentrates, certified food colors, primary and secondary colors.

VAN VLEET-MANSFIELD DRUG CO., Memphis, Tenn.—Price list of Sanitax brushes, china, etc.

HERCULES POWDER CO., Wilmington and New York.—Chemists throughout the country will be interested to know that the Hercules Powder Company is devoting a good deal of attention to the extraction of algin from kelp. Algin is a substance whose properties are widely known, being a vegetable gum of extremely high viscosity. Its manufacture and use is on a firm footing in Europe, but so far the industry has never become well established in this country, largely, it is thought, because of difficulties in the way of securing a uniform supply of fresh kelp at a reasonable cost. The experience gained by the Hercules Powder Company in harvesting kelp for the manufacture of war materials has overcome these difficulties as far as this organization is concerned.

There is a wide field of possible usefulness for algin, the circular says. Algin compounds in general give an

exceedingly viscous solution, and for that reason their application as a sizing for textiles and paper, as a thickener for printing colors, and as a proofing for interior walls and ceilings is at once apparent. The sodium compound of algin is soluble in water, a five per cent solution thereof being so viscous that it can hardly be poured from a vessel. The compounds of the heavy metals with algin are insoluble in water, some of them being soluble in ammonia, which solvent is used in their application as a waterproofing material in textiles.

NEW INCORPORATIONS.

Cosmopolitan Cosmetic Corporation, Brooklyn, N. Y., medicines, compounds, etc., has been incorporated with a capital stock of \$250,000 by Robert A. Vanvoorhis, New York; William E. Schells, Brooklyn; Arthur Roakley, Pearl River, N. Y.

S. K. G. Soap Co., Poughkeepsie, N. Y., to make disinfectants, soaps, and inks, \$50,000 capital stock, has been incorporated by J. Schuhle, F. Gellrich, F. R. Curran, Poughkeepsie.

Deodoral Co., Dover, Del., to deal in and with deodoral powder, cream, etc., \$50,000 capital stock, has been incorporated by Frederick A. Schultz, Caroline M. Schultz, Francis W. Schultz, Gustave T. Schultz, all of Hasbrouck Heights, N. J.

Standard Talc Co., Roanoke, Va., soap-stone products; capital stock, \$25,000, has been incorporated by L. R. Johnson, president; C. C. Wilson, vice-president; F. L. Gitt, secretary-treasurer.

Glass Container Assn. of America, to carry on general research work for improvement of glass containers, no capital stock; has been incorporated in Delaware by John F. Perry, Bridgeton, N. J., Frank F. Ferguson, Alton, Ill.; H. Gritzan, Jr., Baltimore, Md.

Frank J. Stahl Co., to buy, sell, and deal in and with non-intoxicating beverages, \$25,000, capital stock; has been incorporated by F. J. Stahl, Joseph F. Conrad, E. A. Stahl, Scranton, Pa.

Superior Tube Co., buy, sell, store, and deal in oils and supplies of all kinds, \$650,000, capital stock; has been incorporated in Delaware by W. A. O'Keefe, E. E. Aherlee, J. H. Dowdell of Wilmington.

Royal Pharmaceutical and Perfumery Co., of Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by M. Rosenberg, J. Sanatory, L. Hauser, 463 Central Park West.

The C. A. Corp. of Manhattan Borough, New York City, drugs and chemicals, has been incorporated by A. H. T. Banzhaf, R. C. Richter, J. G. Pendleton, 231 West 97th Street.

Callidendron Mfg. and Chemical Corp., of Manhattan Borough, New York City, dyes and chemicals, has been incorporated by G. J. Voss, J. M. Mandelbaum, B. Komarov, 63 Park Row.

United Comb Co., Brooklyn, N. Y., celluloid novelties, \$20,000 capital stock, has been incorporated by S. A. Beeber, J. Price, M. Stenzel, 77 Wallabout Street, Brooklyn.

Hermann Co., Minneapolis, Minn., capital stock of \$50,000, to manufacture and sell their hair tonic and similar remedies, has been incorporated by John E. Jeter, of St. Paul, president and treasurer; Frederick W. Herrmann of Minneapolis, secretary.

Bo-Kay Perfume Company, Inc., Manhattan Borough, New York City, \$20,000 capital stock, has been incor-

ated by Jacob Rouss, Carrol Sprigg, R. B. Fichtelberg, 31 Nassau Street, New York City.

Roy De France Toilet Products, Inc., Manhattan Borough, New York City, hair tonics, etc., \$25,000 capital stock, has been incorporated by F. P. Mangano, 235 East 40th Street, P. R. Reimer, 119 West 99th Street, T. Laine, 584 East 170th Street, New York City.

Niagara Beverage Corporation, Niagara Falls, N. Y., manufacturer beverages, etc., \$25,000 capital stock, has been incorporated by J. C. Jenny, 504 Portage Road; F. Chormann, 315 Jefferson Avenue; Edson Pfahl, 133 Jefferson Avenue, Niagara Falls.

Josiah Smith Phenyle Co., Yonkers, N. Y., manufacture, sell and distribute soaps, greases, oils, etc., \$20,000 capital stock, has been incorporated by John R. Robertson, Fanny M. Roberson and Herbert Rayner, all of Yonkers.

V. Vivaudou Co., Inc., to manufacture, sell and deal in perfumes, pastes, powders, soaps, etc., also tools, machinery and implements of all kinds, \$30,000,000 capital stock, has been incorporated in Delaware, by T. L. Croteau, S. E. Dill, A. M. Hooven, Wilmington, Del.

Oriental Incense and Sunset Perfume Company, Inc., Los Angeles, Cal., \$20,000 capital stock, has been incorporated by C. Fred Montgomery, E. Gibson, G. B. Young.

Angelillo Manufacturing Co., of East Orange, N. J., lubricants, soaps, perfumes, essences, chemical compounds, mixtures, etc., \$100,000 capital stock, has been incorporated by Olindo R. Angelillo of West Orange, Frank Angelillo of West Orange, and Herbert T. Andrews of Jersey City.

American Trading Corporation, Inc., 790 Broad street, Newark, N. J., chemicals, drugs, dyes, dyestuffs, etc., \$125,-000 capital stock, has been incorporated by Samuel Kaufman, John H. Meister and Isidore Hornstein of 305 Third street, Newark, N. J.

IN MEMORIAM FOR DEPARTED FRIENDS.

AARON, EMIL, soaps, retired, New York, August, 1912.
ALLEN, HENRY, glass bottle dealer, New York, August, 1917.

BOOTH, THOMAS CHARLTON, manager New York office Consolidated Fruit Jar Co., New Brunswick, N. J., August, 1915.

BROWN, DAVID SEYMOUR, retired soap manufacturer, New York City, August, 1915.

BRUCK, FREDERICK WILLIAM, soap manufacturer, Pittsburgh, Pa., August, 1917.

BURTON, WASHINGTON, president of W. Burton & Co., Inc., flavoring extracts, New York, August, 1918.

DE DORMAN, CHARLES H., perfumer, Willis H. Lowe Co., Boston, Mass., August, 1912.

DE MOTT, CLIFFORD MONROE, of the Carlton Co., soaps and toilet preparations, New York, August, 1918.

DOWD, JOHN C., president J. C. Dowd & Co., manufacturer of toilet goods, New York City, August, 1916.

FRTZSCHE, HERMAN T., of Fritzsch Brothers, August, 1906.

GEILFUS, CHARLES H., of Andrew Jergens Co., soap and perfume, Cincinnati, O., August, 1914.

GOLD, SOLOMON, retired soap manufacturer, Schenectady, N. Y., August, 1916.

HUGUES, MME., Mother of Mme. Emile Schlienger, Grasse, France, August, 1917.

KELLEY, DR. H. S., soaps and toilet specialties, West Dennis, Mass., August, 1912.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, August, 1913.

LADD, JOHN B., of Ladd & Coffin, New York, August, 1910.

LEVISON, JOSEPH, with American Stopper Co., Brooklyn, N. Y., August, 1912.

NORTON, ELLIOTT HOWARD, with Colgate & Co., for nearly all of his lifetime, Attleboro, Mass., August, 1916.

PEET, JESSE, soap manufacturer, one of the founders Peet Bros. Co., Kansas City, Mo., August, 1917.

ROBESON, WILLIAM B., of Antonie Chiris Co., New York, August, 1908.

SCHLIEGER, HUBERT, Bertrand Freres, Grasse, August, 1910.

SHELDON, NICHOLAS, soaps, Providence, Rhode Island, August, 1911.

SMITH, JUSTIN E., formerly of Seeley Mfg. Co., Detroit, Mich., at his home, Chattanooga, August, 1915.

TATUM, ALBERT HOLMES, of the Whitall-Tatum Co., perfumers' glassware, New York, August, 1912.

TETLOW, JOSEPH, perfumery, Philadelphia, August, 1911.

TODD, THEODORE WALLACE, son-in-law of Edwin H. Burr, New York, and sergeant in the 107th Infantry, slain in battle in Belgium, August, 1918.

UNGERER, WILLIAM PHILLIP, Ungerer & Co., August, 1907.

WILLIAMS, AARON, W. C. Williams Soap Co., August, 1910.

G. M. Gaskill—A Perfumer Life Member

G. M. Gaskill, proprietor of the Gaskill Chemical Corporation, Brooklyn, chemicals and dyestuffs, died on July 22. Mr. Gaskill's first notice of his final summons was received when he strained himself cranking a car. Apparently the strain was really a promotion of appendicitis, which developed in a way that proved the strain was not the cause of his discomfort. He was operated on for appendicitis, but it was too late. His wife survives him and will continue the business.

Mr. Gaskill formerly was in the toilet preparations industry and long had been a reader of THE AMERICAN PERFUMER. Only two weeks before he was stricken he sent this message:

"Sorry you haven't life membership. I would joint it. Your efforts on behalf of the industry in all directions are praiseworthy."

So Mr. Gaskill is our first life member. His wish was realized unexpectedly and almost tragically.

Henry Leerburger

Henry Leerburger, who passed away July 20, at his residence, 601 West 110th street, New York city, at the age of 61, was born in Fountain City, Wisconsin, January 6, 1858, and very soon after came to this city. In 1892 with his late brother, Sigmund, he organized the firm of Leerburger Brothers, importers of essential oils and fine drugs, at 54 Beekman street.

Fully Worth the Advanced Price.

(From Mr. R. W. McCargo, representative of Geo. Lueders & Co., Knoxville, Tenn.)

Please find P/O for \$2 to cover renewal subscription to THE AMERICAN PERFUMER for another year. THE AMERICAN PERFUMER is fully worth the advanced price.

PATENTS AND TRADE MARKS



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts, and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

1,309,713.—Toilet-powder Package.—Eugene J. Alexander, West Haven, Conn. Filed Sept. 1, 1917. Serial No. 189,266. 3 claims. (Cl. 132—34.)

2. A toilet powder package of the character described, comprising a collapsible pouch having a top sealed to the inner walls thereof and adapted to be perforated, a bottom formed of a stiff layer having an open center and to which the lower edges of the pouch are secured and a bottom seal secured over said opening, the powder being contained between said top and bottom and said top affording a receptacle for a powder puff.

1,309,986.—Soap-pressing Machine.—Ruel A. Jones, Covington, Ky. Filed Apr. 8, 1913. Serial No. 759,764. Renewed Apr. 29, 1916. Serial No. 94,519. 5 claims. (Cl. 25—9.)

3. A machine of the class stated, comprising a rotatable carrier having a series of openings passing through it, mechanism to impart step-by-step rotary movement to said carrier, mechanism to feed material to said openings and comprising a delivery chute having an open mouth

registering with one of the stopping positions of said openings and a plate adapted to reciprocate across the mouth of said chute to alternately support the material in said chute and allow the same to be discharged therefrom into said openings, mechanism to reciprocate said plate, a stationary support on which the material within said openings is carried during the first step of the carrier after receiving the material, a pair of reciprocating dies adapted to engage the material in the second stopping position of said carrier and press it within said opening, means comprising a reciprocating plunger adapted to engage the pressed material on the third stopping position of said carrier and eject the same from the carrier, a power shaft, and means connecting all said mechanisms to said power shaft.

1,311,824.—Process for the Manufacture of Ethyl Alcohol from Acetaldehyde.—Theodore Lichtenhahn, Basel, Switzerland, assignor to Elektrizitätswerk, Lomza, Gampel, Switzerland. Filed Apr. 25, 1918. Serial No. 230,731. 1 claim. (Cl. 23—24.)

A manufacture of ethyl alcohol from acetaldehyde by reducing the latter with hydrogen in presence of a catalyst, wherein the hydrogen is used in at least six times the theoretical proportion, so that the heat of re-action is so far conducted away by the hydrogen, that the temperature in the reaction chamber is kept at that favorable for a smooth re-action without decomposition of the acetaldehyde.

1,313,189.—Collapsible Tube.—William C. Huntoon, Providence, R. I. Filed Mar. 26, 1919. Serial No. 285,256. 2 claims. (Cl. 221—60.)

1. A collapsible tube composed of a cylindrical body having an end closing wall of somewhat conical shape and a neck extending out from the center of the end closing wall, a closure for the neck, a transversely perforated hinge knuckle formed integral with said end closing wall and located in spaced relation to the neck, and a wire loop loosely connected to the base of the cap so as to allow said cap to freely rotate, the ends of the loop being sprung into the knuckle perforation.

DESIGNS PATENTED.

33,624.—Powder-box.—Henry J. Woodward, Peoria, Ill.; Frederick F. Blossom and Elizabeth Greer Woodward, executors of the will of said Henry J. Woodward, deceased. Filed June 18, 1915. Serial No. 34,944. Term of patent 14 years.

33,674.—Sifter-top Can or Similar Receptacle.—Martha Halowell Connor, Baltimore, Md., assignor to Tin Decorating Company of Baltimore, a Corporation of New Jersey. Filed Apr. 18, 1919. Serial No. 291,139. Term of patent 7 years.

TRADE-MARK REGISTRATIONS GRANTED.

125,924.—Talcum Powder.—The Agra Company, Detroit, Mich. Filed January 17, 1919. Serial No. 115,235. Published March 18, 1919.

125,928.—Perfumery, Toilet Water and Sachet-powder.—The Baldwin Perfumery Company, Chicago, Ill. Filed January 18, 1919. Serial No. 115,280. Published March 18, 1919.

125,929.—Preparation for Treatment of Tan, Sunburn, Freckles, Chapped Hands, and Roughness of the Skin.—W. W. Beitenman, Englewood, Colo. Filed April 16, 1918. Serial No. 110,232. Published July 2, 1918.

125,930.—Face-powder.—A Bourjois & Co., New York, N. Y. Filed October 5, 1918. Serial No. 113,586. Published March 18, 1919.

125,955.—Talcum Powder.—Associated Pharmacists, Inc., New York, N. Y. Filed January 23, 1919. Serial No. 115,386. Published March 25, 1919.

125,964.—Metal-cleanser in Powdered or Crystalline Form.—David Bernstein, Cleveland, Ohio. Filed January 17, 1919. Serial No. 115,241. Published March 11, 1919.

125,967.—Dandruff-destroyer and Hair-grower.—Adriano Bona, New York, N. Y. Filed August 6, 1918. Serial No. 112,558. Published April 1, 1919.

125,985.—Depilatory.—Jacob Doniger, Brooklyn, N. Y. Filed February 12, 1919. Serial No. 115,802. Published March 25, 1919.

125,986.—Remedy for the Treatment of Freckles, Tan, Pimples and Sunburn Affecting the Skin.—James W. Douthit, Bedford, Ind. Filed January 30, 1919. Serial No. 115,524. Published March 25, 1919.

126,017.—Toilet Cream.—Howard Brothers Chemical Co., Buffalo, N. Y. Filed June 17, 1918. Serial No. 111,615. Published April 15, 1919.

126,028.—Coloring for Foods.—H. Kohnstamm & Co., New York, N. Y. Filed January 13, 1919. Serial No. 115,150. Published March 25, 1919.

126,030.—Certain Pharmaceutical Preparations Used in Dressing the Hair and Cleansing the Scalp.—Ella Lewis, St. Louis, Mo. Filed August 19, 1918. Serial No. 112,788. Published April 15, 1919.

126,031.—Edible Cotton-seed Oil.—Littauer Oil Company, Guttenberg, N. J. Filed August 14, 1918. Serial No. 112,712. Published April 1, 1919.

126,039.—Cotton-seed Salad-oil or a Lard Substitute for Use in Cooking.—V. Marrone & Co., Inc., Utica, N. Y. Filed December 19, 1918. Serial No. 114,713. Published February 25, 1919.

126,056.—Food-flavoring Extracts.—Pabst Pure Extract Co., Inc., Reading, Pa. Filed November 20, 1918. Serial No. 114,254. Published March 25, 1919.

126,072.—Olive-oil.—Andrea Russo, Chicago, Ill. Filed December 18, 1917. Serial No. 108,042. Published October 29, 1918.

126,077.—Face-powders.—Julius Schmid, Inc., New York, N. Y. Filed March 22, 1917. Serial No. 102,344. Published March 25, 1919.

126,078.—Face-powders.—Julius Schmid, Inc., New York, N. Y. Filed March 22, 1917. Serial No. 102,347. Published March 25, 1919.

126,080.—Certain Named Foods.—The J. E. Shoemaker Company, San Francisco, Cal. Filed November 25, 1918. Serial No. 114,350. Published March 25, 1919.

126,084.—Face-cream.—Skintex Company, New York and Forest Hills, N. Y. Filed November 14, 1918. Serial No. 114,173. Published April 1, 1919.

126,117.—Preparation for the Relief of Excessive Perspiration.—Youth Craft Company, Chicago, Ill. Filed February 1, 1919. Serial No. 115,581. Published March 25, 1919.

126,133.—Rouge.—A. Bourjois & Co., Inc., New York, N. Y. Filed March 4, 1919. Serial No. 116,284. Published April 22, 1919.

126,152.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—Enterprise Chemical Company, St. Louis, Mo. Filed May 27, 1918. Serial No. 111,212. Published April 15, 1919.

126,163.—Foot-soaps.—Thomas Gill Soap Co., Inc., Brooklyn, N. Y. Filed February 19, 1919. Serial No. 115,979. Published April 22, 1919.

126,175.—Face-cream.—Michael H. Kirschbaum, Sioux City, Iowa. Filed August 19, 1918. Serial No. 112,786. Published April 15, 1919.

126,186.—Fruit Extracts for Non-alcoholic Beverages.—Peter Maggini, Lyndhurst, N. J. Filed February 19, 1919. Serial No. 115,991. Published April 8, 1919.

126,216.—Hair-dressing to Promote the Growth of Hair and Remove Dandruff.—Addie E. Sobers, Washington, D. C. Filed December 16, 1918. Serial No. 114,682. Published April 8, 1919.

TRADE-MARK REGISTRATIONS APPLIED FOR.

70,824.—John F. Cramer, Freeport, Ill. (Filed June 2, 1913. Used since July 3, 1910.)—Flavoring extract for food.

101,250.—Rimal Zieve, Minneapolis, Minn. (Filed Feb. 8, 1917. Used since July 1, 1915.)—A fruit and vegetable compound for flavoring soft drinks, containing approximately five per cent in volume of grain alcohol for preservative purposes.

103,057.—Virgil L. Beauchamp, Evanston, Ill. (Filed Apr. 17, 1917. Used since about Sept. 1, 1916.)—Preparation for cleansing the hair.

103,778.—Gould, Wells & Blackburn Co., Madison, Wis. (Filed May 14, 1917. Used since Dec. 23, 1911.)—Vanilla extract and olive oil.

108,517.—Winifred V. Loveland, New York, N. Y. (Filed Jan. 18, 1918. Used since Dec. 1, 1916.)—Face powders, lip rouge and brow-pencils.

110,720.—The Thoro Corporation, Chicago, Ill. (Filed May 6, 1918. Used since on or about Apr. 25, 1917.)—Powdered skin cleanser adapted to be used as a soap substitute.

111,394.—Louis Mottard, London, England. (Filed June 6, 1918. Used since Dec. 15, 1917.)—Dyes for the hair.

113,117.—Joseph Chahin, Boston, Mass. (Filed Sept. 11, 1918. Used since July 1, 1918.)—An edible oil composed of cottonseed oil flavored with olive oil.

114,893.—The Andrew Jergens Company, Cincinnati, Ohio. (Filed Dec. 31, 1918. Used since the year 1904.)—Perfumes and toilet waters.

115,278.—The Basket Stores Co., Omaha, Neb. (Filed Jan. 18, 1919. Used since Dec. 23, 1918.)—Flavoring extract for food.

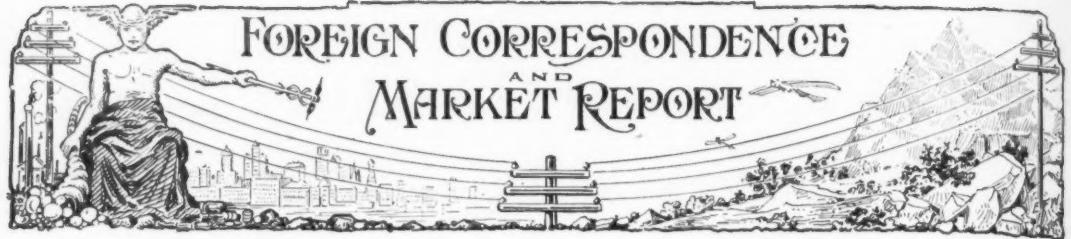
115,572.—The Morgan Drug Company of the City of Brooklyn, Brooklyn, N. Y. (Filed Feb. 1, 1919. Used since June 15, 1911.)—A pomade chemical compound or dressing for application to or upon the hair.

115,946.—Robert Joseph Byers, Seattle, Wash. (Filed Feb. 18, 1919. Used since about July 15, 1915.)—Facial creams and lotions.

115,990.—The Lustr-Ite Corporation, Brooklyn, N. Y. (Filed Feb. 19, 1919. Used since Sept. 15, 1902.)—Cold-cream, face-powder, face-rouge, lip-stick, liquid nail-polish, massage-cream, nail-bleach, nail-enamel, nail-whitener, peroxide cream, rose tint, brilliantine rose, toilet and medicinal salve and enamel, and vanishing cream.

116,161.—Marinello Company of Illinois, Chicago, Ill. (Filed Feb. 26, 1919. Used since 1901.)—Tissue-cream, motor-cream and Lettuce Brand cream, which are facial creams; whitening-cream, acne-cream, acne-lotion; methine liquid and ointment, which is a compound of thuja and essential oils to decrease vascular condition of the skin; foot-lotion, foot-ointment, foot-powder, deodorizer foot-lotion, deodorant, nail-bleach, nail-

(Continued on page 214.)



FRENCH WEST INDIES.

COMMERCIAL ASSOCIATION.—A society known as the Association Générale des Négociants, Industriels et Agriculteurs de la Guadeloupe et Dépendances has been formed by twenty prominent citizens of Guadeloupe. It will act as a clearing house for commodities which members wish to sell, put members who desire to import goods in touch with responsible exporters in other countries, defend the commercial, industrial, and agricultural interests of its members in every possible way, to provide a well-organized bureau of information and reading room. Its president is Amédée Barbotteau, of Pointe-a-Pitre.

GERMANY.

OBITUARY.—HERR EMIL FISCHER, the German chemist, died on July 16, at the age of 67. He was born at Euskirchen, in 1852, and studied at Bonn and Strassburg. After spending eight years at Munich as assistant to von Bäyer, he occupied the chair of chemistry successively at Erlangen and Wurzburg. In 1892 he succeeded A. W. von Hoffmann as Professor of Chemistry at Berlin. He devoted himself to the investigation of some of the most complicated substances of organic chemistry, and after elucidating the constitution of the rosaniline dyestuffs, he turned to uric acid and allied compounds, and in a long series of researches connected them with a nitrogenous base, the so-called purin, which he succeeded in preparing, together with a great number of its derivatives. Among other honors, he was awarded the Nobel Prize for chemistry in 1902.

GREAT BRITAIN.

W. J. BUSH & CO., LTD.—The accounts for 1918 show a gross profit of £271,277. After providing for debenture interest, expenses, and directors' remuneration, and making allowances for depreciation, there is a net profit of £65,903, which, with amount brought in, makes £96,508. After deducting the amount required for dividends on preference shares, there remains £90,258. The directors recommend a final dividend of 15 per cent on ordinary shares, making 20 per cent for year, placing £20,000 to general reserve fund, £10,000 to writing down goodwill, and carrying forward £35,258 (out of which will be paid excess profits duty for 1918). In March last the company received a letter from the Foreign Office stating that the company's premises in Moscow had been sealed up by the Soviet Government.

PERSONAL NOTE.—R. Lambert Parry, elder son of Ernest J. Parry, the essential oil expert, has just taken honors in Part I. of the mathematical tripos at Cambridge. Lambert Parry has only recently been demobilized, having been

(Continued on page 214.)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

The entire list of essential oil products has been steady under the influence of steady consuming inquiries throughout the period. There has been notable strength in cassia, lemon, lemongrass, Java citronella, sassafras, bois-de-rose, orange, safrol, linaloe, and others. With exchange on Italy and France declining, it was thought likely that lower levels might be seen on some of the Sicilian oils, but developments have been along contrary lines for recent cables from Italy give decidedly higher shipment prices on oil of lemon, with the result that New York sellers have raised their views to \$1.30@1.40 a pound.

Spot supplies of lemongrass oil have been very largely reduced and prices have advanced on each successive sale until a level of \$1.75@2 a pound has been reached. Offers of lemongrass from primary points are now being made at as high as \$1.85 a pound. A big demand has been in evidence for Porto Rico bay oil which has scored an advance to \$3.50@3.75 a pound as stocks were drawn down.

There has been a big buying movement in oil of cassia which have been substantially advanced owing to the development of a shortage in spot delivery oil. Technical grades have been marked up to \$2.10; lead free to \$2.20@2.50, and redistilled to \$2.70@2.80, as offers of the spice for shipment from China, Ceylon and Batavia are coming in firm, according to last accounts. Linaloe oil has been marked up sharply to \$6@6.50 a pound on account of the decrease in spot supplies.

All indications in peppermint oil continue to favor a good crop. In the meantime the usual seasonal crop rumors are expected to materialize and variable prices may be expected as the oil is always influenced by changes in planting, seasonal vicissitudes and foreign competition. Due to short crops since the middle of 1917, brought on by cold winds, worms, drought and delay in distilling the price has been comparatively high, but factors are now expecting lower prices, although none of them have yet seen fit to sell under \$6.50@7 a pound.

Cedar leaf and cedar wood oils have both ruled strong in the local market. The former has advanced to \$2@2.25 a pound. Shortage of labor in the producing districts of Vermont and New Hampshire is reported and production is not expected to reach the normal which is around 50,000 pounds per annum. There has been an extensive increase in the use of cedar leaf oil in disinfecting, and prices are today nearly double normal. The price of cedar wood oil, which remained almost constant at 14 cents until 1917, is now 23@25c. This oil is a by-product of the lead-pencil industry, and with labor costs on a high plane, it is not expected that prices will be much lower for a lengthy period.

Aromatic Chemicals.

Quiet conditions have prevailed in the market for aromatic perfumery materials. Manufacturing consumers have operated on a hand to mouth basis as a rule, so that business in the aggregate has been light. Perhaps the principal feature in the way of price developments was the advance in citral from \$3.50 to \$4.25; decline in diphenyloxide to \$1.75@2; advance in methyl salicylate to \$0@60c.; decline in Xylene musk to \$12@14; advance in

(Continued on page 214.)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.		AROMATIC CHEMICALS.		BEANS.		SUNDRIES.	
Almond, Bitter, per pound	\$9.50-9.75	Origanum .....	.30-.35	Diphenylmethane	2.25-2.50		
Almond, F. P. A.....	9.75-10.00	Orris Root, concrete, foreign	5.15-5.50	Diphenyloxide	1.75-2.00		
Almond, Artificial	1.75-2.00	Orris Root, concrete, domestic	(oz.) 5.25-5.50	Ethyl Cinnamate	8.00-10.00		
Almond, Sweep True.....	.90-1.20	Orris Root, absolute	(oz.) 40.00-45.00	Eucalyptol	1.25-1.30		
Almond, Peach-Kernel .....	.45-.50	Parsley	8.00-8.25	Eugenol	3.75-4.00		
Ambur, Crude	2.00	Patchouly	18.00-19.00	Geraniol, domestic	3.00-3.50		
Ambur, Rectified	2.25	Pennyroyal, American	1.65-1.80	Geraniol, foreign	4.75-5.00		
Anise	1.50	Pennyroyal, French	1.45-1.50	Geraniol, from citronella..	5.00-5.25		
Anise, Lead free	1.55-1.60	Peppermint Oil	6.75-7.00	Geranyl Acetate	7.25		
Aspic (spike)	1.15-1.50	Peppermint, redistilled	7.50-8.25	Geranyl, foreign	nominal		
Bay, Porto Rico.....	3.50-3.75	Peppermint, twice rectified.	9.25-9.40	Heliotropin, domestic	4.00-4.25		
Bergamot, 35-36%	5.00-5.25	Petit Grain, So. American	4.00-4.25	Indol, C. P..... (oz.)	15.00		
Birch (Sweet)	5.75-6.00	Petit Grain, French	9.00	Iso-Butyl-Salicylate	nominal		
Birchtar, Crude .....	.60	Pine Needles, from Pinus	3.25-...	Iso-Eugenol	9.00		
Birchtar, Rectified	2.75	Sylvestris	2.25-2.50	Linalol	7.50-7.75		
Bois de Rose, Femelle.....	7.50-8.00	Rose, Bulgarian ..(ounce)	17.50-18.00	Linalyl Acetate	13.00-14.00		
Cade	1.00-1.10	Rose, French ..(ounce)	18.00-20.00	Linalyl Benzoate	nominal		
Cajepet .....	.75-.85	Rosemary, French	1.25-1.30	Methyl Anthranilate	16.00-18.00		
Calamus	4.75-5.00	Rosemary, Spanish	1.05-1.10	Methyl Cinnamate	7.25		
Camphor, Jap, "white" .....	.22	Rue	4.50	Methyl Heptenone	10.00-12.00		
Cananga, Java	5.25-5.40	Sage	4.50	Methyl Heptine Carbon... nominal			
Cananga, Java, Rectified..	6.25-6.40	Safrol .....	.65-...	Methyl Paracresol	16.00		
Caraway Seed	7.00-7.15	Sandalwood, East India...	11.00-11.25	Methyl Salicylate .....	.50-.60		
Cardamom	22.00-27.50	Sandalwood, West India...	6.50	Mirbane, rect. drums.....	.19-.21		
Carvol	13.00-14.00	Sassafras, artificial .....	.55-.60	Musk Ambrette	90.00-100.00		
Cassia, 75-80% Technical..	2.10-...	Sassafras, natural	1.95-2.00	Musk Ketone	60.00-65.00		
Cassia, Lead Free.....	2.20-2.50	Savin, French	6.00-6.25	Musk Xylene	12.00-14.00		
Cassia, Redistilled	2.70-2.80	Snake Root	18.00-20.00	Nonylic Alcohol	nominal		
Cedar Leaf	2.00-2.25	Spearmint	10.00-...	Phenylacetaldehyde	45.00-50.00		
Cedar Wood .....	.23-.25	Spruce .....	.95-1.00	Phenylethylic Alcohol	36.00-38.00		
Celery	20.00-22.00	Tansy	4.25-4.50	Phenylacetic Acid	24.00		
Cinnamon, Ceylon .....	.28.00	Thyme, French, red	2.00	Rhodinol, domestic	nominal		
Citronella, Ceylon .....	.47-.48	Thyme, French, white	2.15-2.30	Rhodinol, foreign	25.00		
Citronella, Java .....	.80-.85	Thyme, Spanish, red.....	1.90-1.95	Skatol, C. P..... (oz.)	nominal		
Cloves, Zanzibar	2.75-2.80	Vetiver Bourbon	15.50-16.00	Terpineol, C. P.....	1.00-1.25		
Cloves, Bourbon	3.25-...	Wintergreen (genuine gaultheria)	7.00-7.50	Terpinyl Acetate.....	3.25		
Copalha .....	.95-1.00	Wormseed	4.00-4.25	Thymol	6.00-6.25		
Coriander	60.00-65.00	Wormwood	6.50	Vanillin .....	.65-.69		
Crotton	1.35	Ylang-Ylang, Bourbon	15.50-16.00	Violet, artificial	12.00-18.00		
Cubeb .....	.85.0	Ylang-Ylang, Manila	26.00-28.00				
Cumin	10.00						
Erigeron	10.00-10.50						
Eucalyptus, Australian, 70%	.57-.60						
Fennel, Sweet	3.25-3.50						
Geranium, African	10.00-10.50						
Geranium, Bourbon	8.25-8.50						
Geranium, Turkish (palma rosa)	5.00-5.25						
Ginger	8.00-8.25						
Gingergrass	3.25						
Guatac (Wood)	5.75-6.00						
Hemlock .....	.95-1.10						
Juniper Berries, Rectified..	7.25-7.40						
Lavender, English	24.00						
Lavender, Fleurs .....	.87.5						
Lavender, Spanish	1.25-1.35						
Lemon	1.30-1.45						
Lemongrass	1.75-1.80						
Limes, Distilled	1.15-1.25						
Limes, expressed	4.00-4.25						
Linaloe	6.00-6.25						
Mace, distilled	1.65-1.75						
Mustard, genuine	—						
Mustard, artificial	12.50						
Neroli, petale "Bigarade".	130.00-160.00						
Neroli, Bigarade	120.00						
Neroli, artificial	18.50-19.00						
Nutmeg	1.65-1.75						
Opopanax	nominal						
Orange, bitter	2.25-2.35						
Orange, sweet, Italian	2.90-3.25						
Orange, sweet, West Ind..	2.20-2.30						

THE MARKET.

(Continued from page 212.)

phenylacetaldehyde to \$45@50, and a decline in thymol to \$6@6.25 a pound.

In view of the shortage of vanilla beans and the appreciation of price, considerable attention has been focused on vanillin the synthetic product made from eugenol, which is in turn derived from oil of cloves. The demand from soap and perfume manufacturers has been good, and the price of the commodity has remained at about 65@69c. an ounce, which compares with 45 cents throughout 1913-1914 and the greater part of 1915.

Vanilla Beans.

Business in the vanilla bean market has been exceptionally active for this season of the year. The confectionery and ice cream trade have been calling for steady supplies of vanilla beans and new interests have been entering the field from time to time, so that trade in vanilla has experienced a boom such as is seldom witnessed at this time of year.

Practically all kinds of vanilla beans are held at firm price levels. Bourbon vanilla beans have been especially strong at \$2.75@3.25 a pound, with little choice stock available from any quarter. Last cable advices from Marseilles state that there has been a big advance in prices so that primary market valuations are now higher than wholesale selling quotations in this market. This, it is stated, has occasioned re-exports of Bourbon vanilla.

Mexican vanilla on spot is very strongly maintained at \$4.25@5.25 a pound as to quantity and quality, with the cuts quoted within the range of \$3.25@3.50 a pound. Former European consumers of Mexican vanilla beans are again in the market, and this is serving to tune up prices materially. Some American importers have already reported sales for the account of Europe. It is said that the total amounts of vanilla now being exported have exceeded all previous records and at present rates of exchange Europe today provides a source for disposition of surplus goods in almost any quantity and at prices which show a much larger profit than was possible in previous years.

Importers declare that Tahiti vanilla beans are practically unobtainable, as no receipts have been coming from the Tahiti islands. The price has advanced sharply to \$2.75@3 a pound, and it is doubtful if any could be picked up even at these prices, since operators on the Pacific Coast have been buyers of the material whenever and wherever available. The entire vanilla bean market, even including South Americans, which are held at \$3@3.50 a pound, is very tight, and is expected to continue so for some time.

FOREIGN CORRESPONDENCE.

(Continued from page 212.)

a lieutenant in the Oxford and Bucks Light Infantry, and has only spent one term at Corpus Christi College, of which he is an exhibitor.

DYE INDUSTRY.—The Scottish dye industry has made important progress as the result of the formation of Scottish Dyes (Limited). An extensive site of about 80 acres has been acquired at Grangemouth, on the Firth of Forth, not far from Edinburgh. It takes over all the plant and processes developed by Solways Dyes (Limited), an outgrowth of Morton Sundour Fabrics (Limited).

ITALY.

EXPORT BARS LIFTED.—The Italian Government has amended its export and import regulations, according to Alfred P. Dennis, commercial attache at Rome, allowing the unrestricted importation of foreign goods subject to certain exceptions, which latter are goods for which the Italian Government reserves the exclusive right to import or for which special license requirements are still in force.

The following articles still may be imported only under special license from the Government:—Mineral waters; alcohol; liquid essences, essential oils; fruit syrups; potassium and sodium; perfumery and scented soaps; cork, crude or manufactured.

TRADE MARK REGISTRATIONS APPLIED FOR.

(Continued from page 211.)

cream, nail-polish, lily-white hand-lotion, geranium-jelly and rose-leaf hand-lotions, scalp-pomade, gray-hair tonic, hair-whitener, dry-scalp hair-tonic, oily-scalp and dandruff astringent hair-tonic, astringent cream; medicated powder, which is face-powder mixed with a little carbolic salve; face-powder, lavender lotion, facial lotion, acacia balm, antiseptic and bleaching lotion, wave-tight curling fluid, medicated collodion, antiseptic oil, astringent lotion, tar tonic, follicle-lotion hair tonic, talcum powder, sachet, perfume, depilatory powder, toilet water and rouge.

117,034.—Annie Burris, Atlanta, Ga. (Filed Mar. 31, 1919. Used since Mar. 6, 1919.)—A hair grower.

117,071.—Burton E. Turney, Bridgeport, Conn. (Filed Mar. 31, 1919. Used since Mar. 3, 1919.)—Dental creams.

117,205.—Samuel E. Abernathy, Indianapolis, Ind. (Filed Apr. 8, 1919. Used since Jan. 10, 1918.)—The following hair preparations and tonics to wit: Hair-growers, temple grower, hair oil tonic, liquid tonic, eczema-ointment, shampoo-paste, pressing oil.

117,290.—Marie Aceto & Co., New Haven, Conn. (Filed Apr. 9, 1919. Used since Mar. 10, 1919.)—Hair-tonic.

117,407.—Marguerite Kusser, New York, N. Y. (Filed Apr. 12, 1919. Used since Feb. 15, 1919.)—Facial creams.

117,610.—American Drug & Press Association, Decorah, Iowa. (Filed Apr. 19, 1919. Used since July, 1915.)—Perfumes, toilet waters, talcum powders, face powders, toilet creams.

117,763.—Western Grocer Company, Marshalltown, Iowa. (Filed Apr. 22, 1919. Used since Mar. 11, 1918.)—Castor-oil, glycerin, borax, baking powder, ammonia and bluing.

118,091.—Peninsular Chemical Company, Detroit, Mich. (Filed May 2, 1919. Used since Feb. 7, 1919.)—Shaving cream.

118,247.—Francis R. Arnold, New York, N. Y. (Filed May 8, 1919. Used since Apr. 18, 1919.)—Powder-pads and powder-puffs.

118,263.—Marshall Field & Co., Chicago, Ill. (Filed May 8, 1919. Used since the year 1899.)—Toilet soap.

118,396.—Magic-Keller Soap Works, Louisville, Ky. (Filed May 12, 1919. Used since about the year 1870.)—Soap.

118,507.—Chase-A-Gray French Co., Great Kills, N. Y. (Filed May 15, 1919. Used since Apr. 17, 1919.)—Hair coloring compounds.

118,560.—Koken Barbers' Supply Company, St. Louis, Mo. (Filed May 16, 1919. Used since June 18, 1917.)—A dandruff exterminator.

118,561.—Koken Barbers' Supply Company, St. Louis, Mo. (Filed May 16, 1919. Used since May 8, 1919.)—A dandruff exterminator.

118,569.—E. Myers Lye Company, St. Louis, Mo. (Filed May 16, 1919. Used since Oct. 4, 1888.)—Lye.

118,601.—Iodent Chemical Company, Detroit, Mich. (Filed May 17, 1919. Used since Apr. 27, 1919.)—Toothpaste.

118,605.—Maricatte et Cie, Indianapolis, Ind. (Filed May 17, 1919. Used since January, 1919.)—Toilet powders and creams, perfumery and toilet waters.

118,950.—Madam Annie White, Cincinnati, Ohio. (Filed May 26, 1919. Used since Oct. 1, 1917.)—Hair tonics.

118,974.—Wallace & Culley, Houston, Tex. (Filed May 27, 1919. Used since May, 1919.)—A liquid preparation for the treatment of the hair and scalp.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.



Soap Industry Section

CONDUCTED BY DR. E.G. THOMSEN

FUTURE PRICES IN SOAP TRADE

S. W. Eckman, president of B. T. Babbitt, Inc., New York, in a recent interview on anomalies of the soap trade, after reviewing recent conditions, said:

"Under these circumstances it is not surprising that the trade should begin to look around for expedients to prevent the recurrence of such conditions. It is evident that they are not going to depend upon the action of the Federal Trade Commission. One of the largest manufacturers some time ago intimated the policy of guaranteeing prices against decline for only thirty days, and under date of July 23 this same manufacturer issued a letter to the trade reading in part as follows:

"In order to reduce speculation to a minimum we have decided, from this date and until further notice, to offer our laundry soaps and powders to our customers without the guarantee of prices. Attention is called to the fact that this change is made during an advance in market, when there is no suggestion of a decline in price. We are prepared to cancel any orders now on file which you consider in excess of your actual requirements for a normal period."

"What action other manufacturers will take is problematical, but none of them relish the idea of engaging in another carnival of rebating such as most of them experienced early last spring. It would not be surprising to those who are watching events closely to see all of the larger manufacturers follow in the wake of the one who sent out the above letter.

"There has undoubtedly been considerable buying of a speculative nature during the last few weeks on a market rapidly advancing. The jobbing trade has noticed an increasing tendency on the part of all manufacturers not to protect them at the old price when advances go into effect, probably caused by a desperate effort on the part of manufacturers to recoup losses incurred so far this year. Certain it is that the advances on the finished product not have been caused by actual increase in the price of the raw material. Not only has tallow gone up, but rosin is now selling at the highest prices ever known, and the demand seems to exceed the supply both for domestic and export use.

"The present range of price on high grade soap, full weight, to the jobber is around \$8 per case, and if the tallow market remains as at present, at 21c for 'city special,' or goes higher there is no doubt but that soap manufacturers will have to advance their prices. The \$8 price is considered equivalent to about an 18c. tallow market, so the manufacturers are giving the trade the benefit of materials bought at lower prices. As a whole manufacturers are not protected for more than an average of sixty days on a price range of 3c. to 5c. less than the present 21c. quotation.

"In a nutshell, unless tallow and rosin recede from their present high prices we are in for higher prices on laundry soaps, but jobbers would do well to cover their wants for a period of not to exceed thirty to sixty days because of the possibility of declines in prices and a probability of manufacturers refusing to rebate if there should be a decline in prices.

"Whether tallow will go up to a 25c. level, as some market operators predict, or will drop to around 15c., which many believe will be the normal price hereafter, is pure speculation. On the whole it looks as if the old 5c. cake of soap is going to be a 10c. cake this fall, and it is not quite as big a cake as we used to get for 5c. either. The principal beneficiary, however, is not the soap manufacturer, but the producer and handler of fats and oils."

POTASH PROTECTION DELAYED

Tariff and licensing legislation for the American potash industry which has been engrossing the attention of the Ways and Means Committee for months is not likely to be reported to the House until after the Congressional recess ends, September 9.

Chairman Fordney is not at all optimistic that any bill for the relief of the industry can be reported by the committee for some time. If it is agreed to he is of the opinion that the report to the House will be on dyestuffs legislation before that on potash.

As regards potash, he views the situation as "confusion worse confounded." Here the trouble is directly opposite to the dyestuffs situation. "We can't get a potash bill through except with a license provision," said Mr. Fordney. "I do not think the committee will agree to put on a protective tariff on potash," he said.

POTASH PRODUCERS TO FIGHT

The American potash industry which, according to the testimony of representatives of the industry before the Ways and Means Committee, represents an investment of \$50,000,000 and a possible production of 100,000 tons of American potash per year, will carry the fight against the raising of the import ban on the German product to the floors of Congress. Already, according to statements from industry sources, the American producers have suffered a loss of \$990,000, the American plants are shut down in Nebraska and they will not be reopened until legislation in the desired form shall have been obtained from Congress. Secretary Brown of the Potash Producers' Association asserts that, had the ban not been lifted as it was and had it been continued in force until October 1, there would have been produced in this country at least 50,000 tons of potash before July, 1920. Under the proposition to permit the entrance of an equal amount of the German product the available supply then would have been 100,000 tons, half of foreign and half of domestic origin.

TENTATIVE STANDARD METHODS FOR THE SAMPLING AND ANALYSIS OF COMMERCIAL SOAPS AND SOAP PRODUCTS*

To the Division of Industrial Chemists and Chemical Engineers of the American Chemical Society:

Your Committee on the Methods of Analysis and Specifications of Commercial Soaps and Soap Products begs leave to report as follows:

Tentative standard methods for the sampling and analysis of commercial soaps and soap products were unanimously adopted April 8, 1919, and typewritten copy of the same is herewith submitted for publication in the *Journal of Industrial and Engineering Chemistry*.

The purpose of publishing these tentative methods is to elicit suggestions and criticisms from the soap and soap products industry. All such communications should be addressed to Archibald Campbell, Chairman, care of the Globe Soap Company, Cincinnati, Ohio, and will be referred to the Committee.

The personnel of your Committee is at present as follows: C. P. Long, J. R. Powell, Roht. E. Divine, Percy H. Walker, Archibald Campbell, Chairman.

Your Committee has been unable to agree in several instances on one method of analysis and has reported alternative methods; and it proposes to do more co-operative work to test out the relative merits of these various methods as well as any others suggested, preparatory to adopting standard methods for the sampling and analysis of commercial soaps and soap products and of recommending the same to the Supervisory Committee for adoption by our Society.

Your Committee therefore recommends that it be continued in existence by the Division until this work is completed.

Sampling

Take samples from at least 3 per cent of the containers, taking one bar, or package, or in bulk goods, at least $\frac{1}{2}$ lb., or $\frac{1}{2}$ pt. in case of liquid soap, from each container. In quantities of less than 100 containers, take at least three samples. Wrap bar samples tightly in paraffined paper at once, and seal by rubbing edges with a heated iron. If possible, place the wrapped bar in an air-tight container, in which it should fit very closely. Chip soap and powders are to be sealed air tight in completely filled containers. Liquid soap is to be placed in clean, dry bottles or cans which should be completely filled and securely stoppered with new corks. All samples should be kept cool until tested. In drawing sample of bar, cake, or package goods, the gross weight of final sample to be sent to any one laboratory shall be recorded at the time of taking and sealing.

Preparation of Sample

BAR SOAP—Run complete separate analyses on 25 per cent of the individual bars taken and in no case run less than two analyses. The average of these analyses is to be taken as that of the lot. For these analyses, quarter the bar by cutting at right angles in the center and shave equally from all freshly cut surfaces sufficient soap for the analyses. In case of soaps that can be easily powdered, the entire sample may be run through a suitable food chopper.

*From the *Journal of Industrial and Engineering Chemistry*, August, 1919.

LIQUID SOAP—No preparation of the sample, other than thorough mixing, is necessary unless it is received during very cold weather, when it should be allowed to stand at least 1 hr. after it has warmed up to room temperature (20 to 30 degrees C.) before it is noted whether it forms a satisfactory lather.

POWDERED AND CHIP SOAPS—Rapidly disintegrate and mix the sample and weigh out all the portions for the analyses.

Unused portions of the original sample shall be preserved in sealed air-tight containers in a cool place.

Analysis

COMBINED ALKALI, NEUTRAL SOAP, FATTY ANHYDRIDE—Dissolve 10 g. of soap in about 100 cc. of water in a weighed 400 cc. Erlenmeyer flask. When solution is complete, add dilute sulfuric acid in slight excess, insert a small funnel in the neck of the flask, and heat the flask on a steam bath until the fatty acids float on top in a clear, oily layer. Avoid a higher temperature than 80 degrees C. Allow to cool. For the extraction of the fatty acids, redistilled gasoline of boiling point below 65 degrees C. should be used. Pour the contents of the flask, both fatty acids and acid water, into a 300 cc. Squibb's separatory funnel, washing out any adhering fat from the flask with gasoline, and make the first separation, saving the acid water for further extractions, using 50 to 75 cc. gasoline. Wash the gasoline solution in the separatory funnel two or three times with small amounts of distilled water (15 to 25 cc.) avoiding too violent agitation to prevent emulsifying. The last washing should be free from sulfates. Draw off the wash water and emulsion down to the gasoline layer into the acid liquor. Filter the gasoline solution through a filter wet with gasoline into a 500 cc. beaker flask, care being taken to introduce no water into the filtering funnel. The filter should be $\frac{3}{4}$ to 1 in. below the rim of the funnel when in place. Now extract the acid water using 50 cc. gasoline for the first extraction. Wash as before and filter the gasoline into the flask. For the two succeeding extractions of the acid water smaller quantities of gasoline suffice, but at least 25 cc. should be used. Wash the filter free from fatty acids. This is best done by allowing to drain well, then tucking in the upper edges of the filter and washing with a spray from a wash bottle. Save the acid water for chloride determination.

Add 100 cc. freshly boiled neutral 95 per cent alcohol to the solution in the flask and titrate with standard sodium hydroxide to exact neutrality, using phenolphthalein as indicator. Transfer without filtering to a tared 150 to 200 cc. Soxhlet flask on the steam bath. Evaporate the gasoline and the alcohol as much as possible. A small stirring rod should be tared with the Soxhlet flask to be used for breaking up the soap to insure complete drying. Dry to constant weight in the oven at not over 105 degrees C. Weigh as soda soap. This fatty matter naturally includes any mineral oil, neutral fat, and rosin acids, which, if determined separately, must be deducted from the result to obtain the true fatty soap. Calculate the combined sodium oxide (Na_2O) and deduct from weight of soda soap, giving the fatty anhydride. If original soap was potash soap, proper calculation must be made to reduce to potassium oxide (K_2O). In case the soap shows an excess of free fatty acid, proper corrections must be made in calculating the combined alkali in the original soap.

NOTE—A blank test should be made on the sodium hydroxide solution for neutral salts and the proper corrections made if necessary.

CHAIRMAN'S NOTE—In view of some recent co-operative work by the Total Fatty Acid Committee of the Society of Cotton Products Analysts, it will be well to check the drying of the soap in a vacuum oven or in an atmosphere

of inert gas, especially where a drying oil is present in quantity in the soap.

Free Caustic or Acid, Free Carbonate, Silicate, Water, Insoluble Matter, Borax, Phosphate, Starch, Etc.

Digest hot a 10-g. sample of soap with 200 cc. high proof (94 per cent or higher) ethyl alcohol, freshly boiled and neutral to phenolphthalein, in 250 cc. beaker. Filter with suction through a neutralized counterpoised filter paper and protect the solution during the operation from carbon dioxide and other acid fumes. Wash the residue on the filter with hot neutral ethyl alcohol until free from soap. Titrate filtrate, using phenolphthalein as an indicator, and calculate the alkalinity to sodium hydroxide or potassium hydroxide, and acidity to oleic acid. Dry the filter papers and weigh as alcohol-insoluble.

NOTE—If starch is present, remove water-soluble in warm water without heating above 60° C. Determine starch¹ as follows:

Stir a convenient quantity of the sample (representing from 2.5 to 3 g. of the dry material) in a beaker with 50 cc. of water for an hour. Transfer to a filter and wash with 250 cc. of water. Heat the insoluble residue for 2½ hrs. with 200 cc. of water and 20 cc. of hydrochloric acid (sp. gr. 1.125) in a flask provided with a reflux condenser. Cool, and nearly neutralize with sodium hydroxide. Complete the volume to 250 cc., filter, and determine the dextrose by the gravimetric method for determination of dextrose given under method of determining sugar in soap. The weight of dextrose obtained multiplied by 0.90 gives the weight of starch. If sugar is also present, a correction must be made for the starch found. Refer to method of determining sugar in soap.

ANALYSIS OF ALCOHOL-INSOLUBLE—*Water-Insoluble*—Take up with hot water, filter, wash with hot water, dry and weigh residue as water-insoluble. (Make qualitative test on residue to determine its nature.)

Water-Soluble—Dilute filtrate from water-insoluble to 250 cc. In aliquot parts of this solution determine:

1—Total alkalinity by titration with methyl orange as indicator.
2—Borax by using the solution from 1. Boil under a reflux condenser several minutes to remove carbon dioxide. Wash out the condenser with water. Render the boiled solution exactly neutral to methyl orange. Cool and add 20 cc. glycerin. Titrate with *N/2* sodium hydroxide, using phenolphthalein as an indicator, until the end-point is reached. Add 10 cc. more of glycerine and note if the red color disappears. If it does not disappear, as is usually the case, sodium hydroxide is added until the red color reappears. Another 10 cc. of glycerin is added, and the process repeated until a sharp color change takes place which does not disappear on the addition of more glycerin. Figure as boric oxide or borax as required.

3—Carbon dioxide by absorption method.

4—Silica (Si O₂) by any suitable method.

5—Phosphates by any suitable method.

MOISTURE AND VOLATILE MATTER

Weigh out 10 g. of the sample. Dry to constant weight in oven at a temperature not exceeding 105° C. Report loss in weight as moisture and volatile matter.

NOTE—After drying for an hour, time can be saved by adding 50 cc. absolute alcohol and then continuing the drying process in the oven.

CHLORIDE

The acid water from which the fatty acids have been separated is carefully saved and neutralized with chlorine-free alkali. The chloride is titrated with standard silver nitrate solution, using potassium chromate as indicator and the results calculated to sodium chloride or potassium chloride as the character of the soap indicates.

UNSAPOONIFIED AND UNSAPONIFIABLE

NOTE—The Committee has been unable to agree upon a single solvent for unsaponifiable and invites comparisons and criticisms of the two methods given.

¹Method A, Bureau of Chemistry *Bulletin* 107, p. 53; given also in the "Handbook of Sugar Analysis," C. A. Browne, 1912 Ed., p. 439.

ETHYL ETHER METHOD—Weigh 5 g. of the soap into a beaker and dissolve in about 100 cc. of 50 per cent alcohol on the steam bath. If the sample has been found to contain free fatty acid, add just enough aqueous alkali to neutralize this. Evaporate off the bulk of the alcohol, take up with about 200 cc. of hot water and transfer to a separatory funnel of about 500 cc. capacity, designated as No. 1. When cool, rinse out the beaker with about 50 cc. of ether and add it to the soap solution. Shake thoroughly for one minute. By the addition of small amounts of alcohol (5 cc. portions and the total not to exceed 25 cc.), a clear and rapid separation of the aqueous and ether layers is effected. After adding each alcohol portion, the separatory funnel is not shaken but merely given a whirling movement. The aqueous portion is drawn off into another separatory funnel, designated as No. 2. The ether solution is washed with 10 cc. portions of water until this water is no longer alkaline to phenolphthalein. All these washings are added to funnel No. 2 and this solution is extracted with 20 cc. portions of ether until the ether is absolutely colorless (3 or 4 extractions should be sufficient). These ether extracts are combined in a third separatory funnel (No. 3) and washed with 10 cc. portions of water until the water is no longer alkaline to phenolphthalein. The ether in Funnel No. 3 is now added to that in Funnel No. 1, a small amount of ether being used to rinse out Funnel No. 3. The ether solution is now washed with 20 cc. of 10 per cent hydrochloric acid solution and then successively with 20 cc. portions of water until the water is no longer acid to methyl orange. The ether solution is then filtered through a dry filter paper into a weighed beaker or flask. The ether is evaporated or distilled off on the steam bath and the residue is heated with alcohol and, when cool, it is neutralized with standard alkali, using phenolphthalein. Any appreciable amount of fatty acid found is deducted from the weight of the residue. This residue consists of the unsaponifiable and any neutral fat that may have been present in the soap, in which case, saponification of the residue is necessary and a second residue is obtained which will represent the unsaponifiable matter only. The difference between the weights of the two residues is, of course, the neutral fat.

GASOLINE METHOD—Dissolve 5 g. of soap in 20 cc. 70 per cent ethyl alcohol, transfer to a Squibb's separatory funnel, using 20 cc. 30 per cent ethyl alcohol to wash out the first vessel used. Cool to room temperature and extract with 5 portions of 50 cc. gasoline (boiling point below 65° C.), in same manner as under fatty anhydride. Wash the gasoline extracts with three portions of 25 cc. each of 10 per cent alcohol. Transfer the gasoline solution to a weighed beaker, evaporate on the steam bath under a current of air, dry in oven at 105° C. to constant weight.

NOTE—Test unsaponifiable for soap.

Rosin

NOTE—The Wolff method is much more convenient and rapid than the Twitchell. The committee requests co-operative work to compare the accuracy of these methods before making a choice.

TWITCHELL'S METHOD—Weigh out accurately into a dry filter flask from 3 to 5 g. of the filtered and dried fatty acids prepared from soap. Dissolve this sample in ten times its volume of absolute alcohol, place the flask in ice water and pass a current of dry hydrochloric acid gas through the solution until there is no further absorption of gas. Cork tightly and let stand for 2 hrs., shaking occasionally. During this time, the esters of the fatty acids and the rosin acids will separate as oily drops on the surface of the liquid. Add about 400-500 cc. of water and a small piece of granulated zinc to prevent bumping and boil until the solution is clear. Transfer to a separatory funnel and make repeated extractions with ether as in the determination of fatty acids. The ether extract is washed repeatedly with distilled water until washings are neutral to methyl orange. About an equal volume of freshly boiled alcohol, neutral to phenolphthalein, is then added to the ether extract and the whole is titrated with standard sodium hydroxide solution, phenolphthalein being used as an indicator. Each cubic centimeter of *N* sodium hydroxide solution corresponds to 0.346 g. of rosin in the sample.

of fatty acid weighed out. Check by evaporation to dryness and weigh as rosin soap. Calculate percentages on original sample.

WOLFF'S METHOD (*C. A.*, 8 (1914), 2495)—Dissolve 3 g. of the dried fatty acids as above in 20 cc. of absolute alcohol. Then add 10 cc. of a solution of one volume of concentrated sulfuric acid (sp. gr. 1.84) and four volumes of absolute alcohol, and boil for 4 min. under a reflux condenser. Add to the liquid about five times its volume of 7 to 10 per cent of sodium chloride solution and extract with ether. Shake out the aqueous portion two or three times with ether. Unite the ether solutions and wash with sodium chloride solution until the washings are neutral. Add 30 cc. neutral alcohol. Titrate the rosin acids with standard sodium hydroxide solution (1 cc. normal alkali = 0.346 g. rosin). Calculate percentage of rosin in original sample.

Sugar

REAGENTS (a) *Copper sulfate solution.* 34.639 g. of crystallized copper sulfate are dissolved in water and made up to 500 cc. (b) *Alkaline tartrate solution.* Dissolve 173 g. of Rochelle salts and 125 g. of potassium hydroxide in water and dilute to 500 cc.

Place 10 g. of soap in a 500 cc. Erlenmeyer flask and dissolve in 100 cc. of distilled water. Cool the solution down to 68°C. Add 11 cc. concentrated hydrochloric acid and maintain at this temperature for 15 min. By this treatment the sugar in the soap should have been completely inverted, the soap being decomposed, and the free fatty acids floating on top. Cool until the free fatty acids are completely solidified. Filter and wash into a 250 cc. graduated flask. Before flask is filled neutralize the solution with a strong caustic solution, using methyl orange as indicator. Bring to room temperature and make up to volume. The sugar is determined in an aliquot part of this solution, Allihi's method¹ being used as follows:

Place 30 cc. of the copper sulfate solution, 30 cc. of the alkaline tartrate solution, and 60 cc. of water in a beaker and heat to boiling. Add 25 cc. of the invert sugar solution which must be so prepared as not to contain more than 0.250 g. of dextrose, and boil for 2 min. Filter at once, without diluting, through a Gooch crucible which has been previously prepared and weighed. Wash with hot water and dry to constant weight at 105°C. By referring to Allihi's table for the determination of dextrose,² the corresponding amount of dextrose can be obtained. This, multiplied by 0.95 and divided by 10, gives the percentage by weight of the sugar in soap.

NOTE—If starch is present, it must be determined upon alcohol-insoluble, and correction made.

The acid liquor from the fatty acids determination is neutralized with barium carbonate and the whole evaporated over a steam bath to near dryness. The mass of barium sulfate and carbonate containing glycerin is now extracted with a mixture of absolute ethyl alcohol and ether (one part ether to three parts of ethyl alcohol by volume). The alcohol-ether solution is filtered directly into an acetylation flask. The extractions should be made by the use of numerous small portions of the solvent. Care should be taken to see that all lumps are broken, and the whole mass and filter well washed before the acetylation flask becomes filled. (Note: If flask will not hold filtrate, evaporate in a large flask. Boil up the concentrate with water, transfer to acetylation flask, and evaporate down.) The flask is now put on the steam bath with a current of air blowing on the liquid and so evaporated until all the alcohol and ether is driven off. Care must be taken that all alcohol is completely removed, also that the evaporation is not continued unnecessarily long, as glycerin is more or less volatile under these conditions. To this is added 7.5 cc. of acetic anhydride and 3 g. anhydrous sodium acetate and the mixture boiled for 1 hr. under a reflux condenser. After cooling to below the boiling point of water, 50 cc. of water at about 80°C. are added through the condenser and the mass in the flask completely dissolved. The solution is next filtered into a

flask of about 1000 cc. capacity, the filter carefully washed with carbon dioxide-free water, and the solution cooled to room temperature.

Phenolphthalein is added and the free acetic acid neutralized with N sodium hydroxide solution free from carbonates. Care must be taken that no portion of the solution becomes at any time strongly alkaline or that the end-point is passed, as either will cause the saponification of the tri-acetin formed, causing low results. 5 cc. of N sodium hydroxide free from carbonates are added. The solution is boiled for 1/4 hr., cooled quickly, and the excess of alkali titrated with N acid. A blank on the reagents is run under identical conditions. From the difference between the two titrations, the alkali required to saponify the tri-acetin is determined. (1 cc. N sodium hydroxide = 0.03069 g. glycerol.)

CAUTIONS—Tri-acetin is volatile with water vapor. Avoid boiling of solution of tri-acetin. Solutions should be free from carbonates as they introduce serious errors with phenolphthalein. Great care must be taken in approaching the end-point when neutralizing the free acetic acid as it is not possible to titrate back.

Sugars affect the acetic method in proportion to the number of hydroxyl groups present.

ARCHIBALD CAMPBELL, Chairman,
The Globe Soap Co., Cincinnati, Ohio.

PUMPKIN SEEDS IN OIL PRODUCTION.

Dr. Ed. W. Albrecht says: In an oil-factory installed and managed by me in Rumania (Baceu) in 1915 (and 1916), I was forced to use sun-flower and pumpkin seeds to keep my plant working, as linseed, hemp-seed and colza seed were unobtainable for domestic purposes, because of the great demand from abroad and the exceedingly high prices offered.

I had never used those seeds before, and was therefore exceedingly pleased with the results. In Rumania there is cultivated, and in great quantities, a pumpkin variety suitable for fodder, especially hog-fodder. This pumpkin variety possesses little flesh, but very rich in seed, and thus is nearly hollow inside. I interested the peasants to gather those pumpkin seeds and to sell them to the factory, a thing not done before. The seeds, delivered always in very wet condition, were well dried there, crushed in a roller press, and extracted with benzene. The result was a greenish oil of a yield of 40 to 42% of the weight of the dried seed. This oil is suitable for making soap and solid machine-fats. It could also be purified, and thus gives a good edible oil of agreeable taste. I learned, only later, that in Hungary, in the peasant households, pumpkin-seed oil, gained by pressing, is known and much in use as edible oil. Sun-flower seeds yielded under the same treatment 32-36% of a light-yellow oil, suitable for all industrial purposes, and for the preparation of varnish. Refined it gave an excellent table oil, and I would like to recall that sun-flower oil is, in Russia, the only fat allowed by the clergy to be used in the preparation of food during the long fasting-times of the Greek Orthodox Church. In extracting the oil of both of those aforementioned seed-varieties by pressing, it is advisable to unshell first the seeds after sharp drying, by special unshelling machines. As with pressing, there remains still about 8% of the oil in the cake, it pays to break those cakes into small pieces and subject them to extraction. The extraction-residues are sold at good prices as cattle fodder.—*Zeitschrift für angew. Chemie.*

New Soap Factory in Java.

A soap factory has begun operations in Batavia, Java, and its products are said to compare favorably with the same grades of European goods. While only a cheap grade of soap is now being turned out, it is said that finer toilet soaps will be produced in the near future.

¹Bureau of Chemistry, *Bulletin* 107, pp. 49-53.

²*Ibid.*, p. 50. Also in the "Handbook of Sugar Analysis," C. A. Browne, 1912 Ed., Appendix, p. 30.

THE MANUFACTURE OF WATER GLASS*

By Otto Maetz, Chief Engineer, Dusseldorf

Water glass was of comparatively little importance in peace time, and its manufacture therefore remained limited. By the revolutions caused by the war in so many fields, however, the use of soluble glass has been extended more and more, and the demand for this product today is so large that it can hardly be supplied by the existing plants.

Water glass is now principally used in the soap industry as an important substitute for the very scarce fats. It is also used in large quantities for the manufacture of weather- and fireproof paints, as a preservative, for the manufacture of matches, and for a great variety of other economical and war technical purposes. The production of water glass is a branch of the real glass manufacture and differs from the latter principally in the composition of the melting materials and in the treatment of the molten substance. Glass, as is known, generally consists of silicic acid, alkalis (soda and potash) and lime or metal oxides. The quantitative proportion of the raw materials varies greatly in the many different kinds of glass. Taking, for instance, ordinary window glass, we find that the proportion of 4 weight parts silicic acid, 1 weight part lime and 0.6 weight parts soda produce a good glass which resists all atmospheric influences. But, if the soda content is increased and the lime addition reduced simultaneously in such a manner that it only amounts to 0.5 weight parts or less, the glass becomes dull after a short time. The tarnishing is caused by a decomposition of the surface of the glass by atmospheric influences, especially by the water vapor of the air. From this it will be seen that the solubility of the glass decreases with the reduction of the lime content, and that it is possible to dissolve and liquefy glass deficient in lime completely by boiling it with steam. In the manufacture of soluble glass the lime therefore is omitted entirely. The melting point of the glass is thus materially reduced at the same time, together with the higher alkali content. A small quantity of lime is only added in certain cases, especially if the water glass is to be used for strongly weatherproof paints, but the solubility is thereby much retarded, in comparison with that of glass entirely free from lime. Generally silicic acid and alkalis are the only melting substances to be considered for the manufacture of water glass.

The silicic acid is best used in the form of sand, as this is not only the simplest, but also the cheapest way. The purer the sand is and the less iron it contains, the clearer and brighter the color of the glass will be. For light-colored water glass, therefore, only sand should be used, which is as white as possible. If necessary, the color may be improved with the aid of certain bleaching mediums, but this is only an unsatisfactory makeshift and also increases the cost of production. The kinds of alkali used are sodium and potassium, the former in the form of carbonate of potassium or potash, and the latter in the form of carbonate of sodium, or sodium sulfate.

There are two kinds of water glass: potash glass and soda glass. Although the former is the better product, it can hardly be manufactured at the present time, on account of the high price of potash, and we shall there-

fore principally confine ourselves to the production of soda glass in this article. Whether carbonate or sulfate of sodium is used for the mixture does not influence the quality of the glass, because only the sodium enters the latter, while the carbonic acid, as well as the sulfuric acid, escape as gases, the latter—after an addition of reducing coal—in the form of sulfurous acid. The sodium sulfate has the advantage of greater economy, being considerably cheaper than soda, but it is necessary to take into consideration, that with 73 kilograms of soda the same quantity of sodium can be introduced into the glass, as with 100 kilograms of sodium sulfate. Ninety-five per cent sodium sulfate contains about 42%, and 98-99% Solvay soda 58% of sodium hydroxide. Another disadvantage of the sodium sulfate batch is the fact that it affects the furnace walls much more than soda, thus causing higher repairing costs. A certain iron content of the sodium sulfate and the necessity of greater heat for the decomposition of the sulfate also have to be considered. These disadvantages, however, generally do not outweigh the advantage of cheapness. Most soluble glass factories today use sodium sulfate exclusively, or only add a small percentage of soda. Normal water glass with sodium sulfate and soda are composed as follows:

100 kilograms Sand.	100 kilograms Sand.
75 kilograms Sodium sul-	52 kilograms Solvay soda.
fat.	
8 kilograms Reducing	
coal.	

The raw materials are thoroughly mixed in as fine a condition as possible, after they have been carefully weighed in the correct proportions. In larger plants a special mixing machine is used for this purpose, but smaller quantities may be mixed by hand. The materials are placed in layers and then turned over and mixed with the shovel six or eight times. It is also advisable to set up a small edge mill for the grinding of the sodium sulfate, which may possibly have become hard.

We will now turn to the manufacturing plant necessary for the production of soluble glass. The factory consists of two parts: the melting and the dissolving plants.

Melting furnaces: The melting of the soluble glass is accomplished in a temperature of about 1500° C. While formerly—especially in smaller plants—the melting was carried out in different crucibles, only the tub furnace is used today, because it works much more economically and makes the removal of the melted glass more simple than a pot furnace with several crucibles. The tube furnace consists of one single, large melting pot. The walls of the latter consist of firebrick masonry, while the bottom is composed of large flags of firebrick. The joints of the floor are cooled by a system of canals connected with the smokestack, to prevent the escape of the water glass. For the continual or periodical draining of the molten glass the wall of the furnace is surrounded by an outer compartment with a grooved stone, which can be closed with a fireclay stopper when desired. The outer space is heated by melting heat of the furnace, so that the glass remains sufficiently hot while it is drawn off. A small auxiliary flue, which draws on heat when necessary, also is serviceable. As the well melted glass sinks to the bottom of the furnace, on account of its greater specific

*From the *Chemiker-Zeitung*, 1918-1919.

gravity, an opening is left in the wall separating the furnace from the outer structure. Through this opening, which should be about 200 millimeters above the bottom 800 millimeters, the glass enters the outer space, where of the furnace, if the total depth of the melted glass is it rises to the same height as in the furnace, according to the principle of communicating tubes. By this means it is possible to run off the too fresh glass, that is not completely molten, as well as possible impurities which gather on the surface.

The glass is then either drained to a certain depth by periodical tapping, or it runs off in a continual thin jet. The latter working method is preferable, especially with larger furnaces, because the level of the melted glass always remains at the same height and the new grit to be added is thus exposed to the best action of the fire. The draining in a continual thin jet also facilitates the chilling of the glass and its later reduction to small pieces materially. It is never advisable to empty the furnace completely, because in this case the melting of a new charge, for the reasons stated, requires very much time, especially because the basic heat of the melted, liquid glass substance is missing. Furthermore, the heating chamber of the furnace is much affected by the continual charging with fresh grit and requires repairs before time. The furnace should only be emptied completely when it has to be shut down temporarily for repairs, and for this case a special tap hole has to be prepared directly above the floor.

From the outer compartment the liquid glass runs into iron vat trucks, filled with water. These trucks should not contain more water than is necessary for the chilling of the hot glass and can be evaporated by it, because in an excess of water the solution starts and losses result.

The firing of the tub furnaces is accomplished with gas generators in such a manner that the waste gases are used to preheat the air for combustion. For large works the modern melting furnace is best built according to the regenerative system, with two gas and two air chambers, opposite burners and horseshoe-shaped flame conducts. With this arrangement the best results can be obtained in regard to service and consumption of fuel. The regenerative gas firing with alternating flames is generally known, and this fact makes it unnecessary to describe the system in detail. For smaller furnaces the recuperative system may also be used with advantage, especially if the space is limited and the building expenses for the plant have to be kept low. Other advantages of this system are that the course of the flames is not changed, and that less work is required, because the reversing devices necessary for the regenerative furnaces are omitted. On the other hand, the fact that in the recuperative furnaces only the air is preheated, but not the gas, necessitates the introduction of hot gas. This is accomplished by gasifying anthracite coal or lignite briquets, or by placing the gas generator as closely as possible to the furnace, to prevent the cooling of the gas as far as feasible. The recuperator for the preheating of the air consists of two canal systems, running parallel and separated by thin firebrick slabs. One of these canals serves for the introduction of the air to be heated for combustion, and the other for the escape of the hot waste gas, according to the counter-current principle. The disadvantage that the gas is not preheated and the waste gas utilized less rationally in this kind of furnaces causes

a slight increase of the fuel consumption, as compared with the regenerative furnaces. This increase has to be taken into consideration, but does not amount to much in smaller plants. Recuperative furnaces can be recommended for plants producing from 1,500 to 5,000 kilograms of solid soluble glass per day, if a suitable fuel is used, but for larger works, up to 20,000 kilograms, a tub furnace of the regenerative system is generally preferable. A production of 8,000 to 10,000 kilograms is considered the medium capacity of a furnace. If one large single furnace is to be built the question should be considered whether it is not advisable to choose two smaller ones in its place, to prevent the shutting down of the entire plant when the unavoidable repairs have to be made. The stone material of the tub coming into contact with the glass has to be of first-class quality, carefully selected and tested, because the fireproof stones are very much affected by the high alkali content of the glass.

The charging of smaller furnaces with new frit is best carried out by hand, while for large plants mechanical charging contrivances are to be recommended on account of the saving in wages made possible by them. An arrangement of this kind consists of an elevator and transport snail, by which the frit is transported to funnel shaped receivers placed above the furnace. From the receivers the frit is transferred to furnace, through openings, in the crown of the latter, whenever desired, with the aid of iron pipes which can be extended like telescopes. During the charging process the finely ground frit always causes more or less dust. The fine dust particles are carried off by the fire gases and may clog the chambers. To prevent this large and easily accessible glass pockets have to be constructed before the chambers, from which the hearth glass may be removed, when necessary.

A number of other important details also have to be considered in the construction of melting furnaces for soluble glass, and as they require practical experience it is advisable to consult experienced specialists, when the erection of such plants is contemplated.

(To be continued.)

THE POTASH DEPOSITS OF ALSACE.

With the cession of Alsace-Lorraine to France, Germany loses the rich potash deposits of Alsace, and with them the potash monopoly of the world, according to the *Vossische Zeitung*. The potash deposits extended 9.04 miles to the north of Mühlhausen, over a surface of more than 69.2 square miles. They are unusually rich in potash salts, much richer in fact than the beds in the interior of Germany. They are, moreover, easier to exploit. Their thickness ranges from 12.1 to 17.7 feet. The thickness of the smaller beds in the upper layers varies from 2.6 to 4.9 feet. According to estimates made by Dr. Paul Kessler, the quantity of potash salts in Alsace amounts to nearly 1,500,000,000 metric tons, from which several hundred million tons of pure potash can be extracted.

Before the war Germany exported potash salts to the value of about \$23,800,000 at normal exchange. This exportation will undoubtedly be multiplied in the next few years in consideration of the enormously increased world demand.

Two Islands for Lord Leverhulme.

Lord Leverhulme, the soap manufacturer, who only recently purchased the Island of Lewis, is now understood to have bought also the Island of Harris, in the Hebrides. The two islands have an area of 560,000 acres.

SOAP EXPORTS FROM THE U. S. IN JUNE

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries during June:

Countries.	Toilet or Fancy Soap.	All Other Soap, Pounds.
Austria-Hungary	\$20	150,157
Belgium	1	97,772
Denmark	49,937	491,463
France	22	1,400
Germany	5,064	20,000
Greece	3,810	5,420
Italy	14,841	102,813
Netherlands	11,135	140,652
Norway	47	1,380
Portugal	1,051	156
Romania	61	233,441
Russia in Europe	.....	19,723
Serbia, Montenegro, etc.	890	32,000
Spain	27,234	732,101
Sweden	3,880	10,825
Turkey in Europe	25,010	638,882
England	.....	58,996
Scotland	25	188,347
Bermuda	174	12,131
British Honduras	53,317	3,298
Canada	389	3,738
Costa Rica	2,881	564,545
Guatemala	731	5,575
Honduras	6,568	12,015
Nicaragua	1,136	4,984
Panama	4,918	7,140
Salvador	4,707	2,926
Mexico	19,012	23,441
Miquelon, Langley, etc.	195	11,100
Newfoundland and Labrador	611	42,057
Barbados	763	10,020
Jamaica	6,568	853
Trinidad and Tobago	719	255,693
Other British West Indies	891	1,978
Cuba	22,217	2,687
Danish West Indies	592	22,170
Dutch West Indies	1,088	10,530
French West Indies	556	185,285
Haiti	4,406	509,368
Dominican Republic	5,531	58,485
Argentina	15,818	287,443
Bolivia	979	226,112
Brazil	3,528	8,650
Chile	11,170	14,550
Colombia	3,327	14,420
Ecuador	5,191	13,634
British Guiana	164	1,092
Dutch Guiana	98	44,592
French Guiana	1	13,644
Paraguay	26	1,467
Peru	7,007	163
Uruguay	13,289	25,787
Venezuela	5,486	19,028
Aden	503	1,586
China	31,154	5,486
Japanese China	8	13,301
Chosen	.....	200
British India	19,372	14,040
Straits Settlements	8,665	2,055
Other British East Indies	1,363	1,758
Dutch East Indies	8,859	13,652
French East Indies	5	22,136
Hongkong	10,589	29,582
Japan	5,812	85,060
Persia	662	11,702
Russia in Asia	23	11,702
Siam	285	2,446
Australia	21,136	2,364
New Zealand	14,485	2,044
Other British Oceania	103	160
French Oceania	506	22
German Oceania	65	375
Philippine Islands	43,518	7,566
Belgian Congo	125	11,653
British West Africa	84	944
British South Africa	4,524	112
British East Africa	4	157,859
French Africa	24	8,661
Italian Africa	1,200	359
Portuguese Africa	83	41
Egypt	2,075	28,000
Total	\$515,751	10,698,678
		\$988,368

Potash in Pennsylvania Doubted.

Men of the chemical trade appear to be slow to accept the reports about finds of rich potash deposits in Tioga County, Pennsylvania, and take the view that people who entertain visions of getting rich are to be disappointed.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

are taking vacations, and, as in the past, August has always been a slow month. When these buyers return they will find their factories working at capacity with very slight stocks of raw materials. It is conceded that the available stocks of vegetable oils of all grades in first hands are much under what most manufacturers think they are at the present time.

August 19, 1919.

MARKET FOR SOAP IN URUGUAY.

(Consul William Dawson, Montevideo.)

There would appear to be practically no market in Uruguay for imported soap of the distinctly laundry type; that is to say, a coarse soap suitable only for laundry or similar purposes. On the other hand, there is a market here for Castile and similar grades of Spanish and French soaps, as well as American-branded soaps, which are widely used at home for various needs, including laundry and bath. For distinctly laundry purposes, a coarse soap manufactured in the country is used almost exclusively. Montevideo has a number of factories producing such soap, which is usually sold in long bars.

Common soap is classified under paragraph 419 of the Uruguayan import tariff and is subject to a specific duty of 3.75 cents per pound, to which must be added surtaxes totaling 14 per cent, which are assessed on a fixed customs valuation of 4.221 cents per pound. This makes the surtaxes in reality equivalent to an additional specific duty of 0.59 cent per pound. The consulate is informed by importers that the duty is sufficiently high to make it practically impossible for foreign manufacturers to compete in the cheaper grades of soap. One importer showed the writer a sample of American yellow laundry soap made by a manufacturer whose better soap is already well introduced here. The importer stated that he had had this sample for some years and had found it impossible to find a market for the grade in question.

The ability of such soaps as Castile, French soaps known as Marseilles, and American and British branded soaps to find a market here is largely contingent on whether or not classification as common soap (*jabón comum*) can be secured for them. This would not be possible for a scented or other distinctly toilet soap.

American and British branded soaps are sold here in the same wrappings, packages, and sizes as in the United States and Great Britain. Imported soaps of the kind covered by this report are handled here by wholesale drug importers. [A selected list of whom may be obtained from the Bureau of Foreign and Domestic Commerce or its district or cooperative offices by referring to file No. 120584.]

War Trade Board Lifts Ban on Potash

German potash may be imported into the United States under a ruling of August 6 by the War Trade Board, which removed the commodity from war-time restrictions. The American potash industry has asked for protection for several years, but farmers' organizations have requested that importation be permitted as a means of lowering the cost of living. Legislation now pending in Congress levies new and higher tariff on potash.

Getting Statistics of Naval Stores

As an aid to the development of the naval stores industry, statistics regarding production and supply of turpentine and rosin are being collected by the Department of Agriculture through specialists in the Bureau of Chemistry. Blanks on which to report have been sent to all producers and users in the United States whose names and addresses are available.

Score Another Run for Efficiency.

Steno: "Doesn't that efficiency expert make you tired?"
Shipping Clerk: "Oh, I dunno! By following out his instructions I get more time to loaf on the job!"—Punch.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

In the July review the writer called attention to the fact that the market price of New York Special Tallow had continuously advanced from the low price of 8½c per lb. during the early part of this year, to the then prevailing 20c price, when indications were unmistakable that market conditions were topheavy, with a decided tendency toward a considerable re-action in prices. Near the end of July this became plainer; New York Special Tallow on small sales declining to 18c per lb., later to 17c; and, early last week, on sales of considerable quantity, to 16c per lb. At this level, several big consumers are inclined to take on further supplies; and for the time being it appears unlikely that prices will be lower. The middle west and western markets, while considerably easier in tone with prices lower, have, nevertheless, held more steadily and prices now prevailing for good quality hard-bodied low-acid tallow are ranging at extreme differences over medium grades of laundry-soap-quality tallow. While the recent demand for shipment abroad has been quiet, there are grounds for assuming that further and considerable quantities will be wanted by Europe toward the end of this year and early next year, and likely causing purchases to be booked here during the next 60 days. Furthermore, present prices have discounted the technical conditions in present market; besides, supplies have not become overburdensome. Indications point to sustained values, and to somewhat higher prices in the near future.

August 18, 1919.

TOBIAS T. PERGAMENT.

GLYCERINE.

Specially Written for This Journal by W. A. Stopford.

There has been an improvement in the situation since our last letter was written. In spite of a drop in the price of Tallow from 21c to 16, the price for Chemically Pure Glycerine has been maintained at an advance over the quotation ruling at this time last month. Tallow, today, is 16½c bid—Glycerine, as stated before, does not always follow the course of Fats and Oils, but is generally (and quite naturally) sentimentally influenced, to some extent, by the latter markets. Consumers have purchased Dynamite Glycerine on a rather large scale and refiners have also resorted to the use of this grade for raw material, as Crude, until quite recently, was very hard to obtain. Within the past week some of the largest domestic Crude producers have weakened somewhat, owing to disquieting rumors as to the extent of British Crude stocks and have unloaded their holdings, which have been accumulating for some time, at prices ranging from ¾c to 1c per lb. below the high figures reached a short time back. French Crude has been purchased recently, at prices much below the present quotations for domestic goods; the quantity is not large, but it is available in lots of greater size than before and, apparently, we can count on an increased volume of imports, from that country, from now on. The active season for Chemically Pure Glycerine is now at

hand, and a good demand is looked for, but the consumption of Glycerine, as a whole, can hardly be up to normal, in spite of a gain in C. P., as the munitions trade is taking only about 70 per cent of what they used in pre-war times. Assuming that imports of Crude can be depended upon (and as this is practically the only market it should come here, if it is produced and can be moved), we ought to have plenty of raw material, and, consequently, prices for refined Glycerine should not advance to any extent. Until the effect of imports can be felt, however, we may see values higher than they are today.

August 16, 1919.

VEGETABLE OILS.

By Edgar H. Laing.

The general feeling appears to point to increased purchasing orders coming on the market at the end of this week for continental account. The position in Europe in so far as requirements go, for edible fats and greases, is strong, as the needs there are by no means supplied in spite of the large shipments made during the last sixty days. The destruction of cattle for war purposes will take two years if not longer to replenish, and in the meantime the grease and oil must be obtained elsewhere.

The speculative interests that have taken up October cotton oil show which way the wind is blowing. Short sales of cotton oil for October are certainly dangerous and those best posted lean to the opinion that shortly after Labor Day, if not sooner, an improvement will be noted in the market.

During August the buyers for most of our large plants

(Continued on previous page)

SOAP MATERIALS.

Glycerine, C. P., 20½@21c.

Dynamite, 20½@21c.

Crude soap lye, 80 per cent, loose, 13@13½c.

Saponification, 80 per cent, loose, 14@15c.

Castor oil, No. 3, 22@23c.

Cocoanut, Cochin, 21½@22c.; Ceylon, nominal.

Cocoanut oil, domestic Cochin, 20½@21c.; domestic Ceylon, 19½@20c.

Corn, crude, 28@29c.

Cottonseed, crude, tanks, 17½c. lb.; refined, 25c. lb.

Olive, denatured, \$2.50 gal.; prime foots, 25@27c. per lb.

Palm lagos, 17½@18c.; red prime, 18½@19c.

Palm kernel oil, domestic, 19½@20c., nominal.

Peanut, crude, 25@26c. a lb. f. o. b. coast.

Red oil, saponification, 18½@19c.

Soya bean, 20@20½c., nominal.

Tallow, special loose, New York, 16c. asked; tallow, city, 15½c. asked; grease, yellow, 14@14½c.; brown, nominal.

Chemicals, etc., Borax crystals and granular, 8½@8½c.

Caustic potash, 88 to 92 per cent, 33½@40c.

Caustic soda, 76 per cent, \$3.20@3.30 per 100 pounds.

Carbonate potash, calcined, 80 to 85 per cent, 17@18c.

Salt, common, fine, \$1.08@2.10.

Soda ash, 58 per cent, \$1.90@2.05 per 100 pounds.

Soda silicate, "iron free," 36@3½c.

Sulphuric acid, 60 degrees, \$14@16.

Starch, pearl, \$6.75@7; powdered, \$6.75@7.

Stearic acid, single pressed, 30@35c.

Stearic acid, double pressed, 30@35c.

Stearic acid, triple pressed, 35@40c.

Stearate of zinc, 34@52c.

Zinc, oxide, American, 8½@9c.

Rosin, water white, \$24.75 per barrel.

Rosin, window glass, \$24.50 per barrel.

Rosin, Nancy, \$23.75 per barrel.

Rosin, Mary, \$23 per barrel.

*"Made in America from American Raw Materials"***THE ESSENTIAL OIL SPECIALTIES CO.**

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GRASSLAND, DELAWARE CO., PA., U. S. A. (Near Philadelphia)

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CHEMICALLY PURE
WATER FREE**

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TERPINEOL
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Uniform Quality and
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Prime White

THYMOL CRYSTALS, U. S. P.

Special Products Department

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NEW YORK
21 Burling Slip

FANCY STOPPERED
BOTTLES

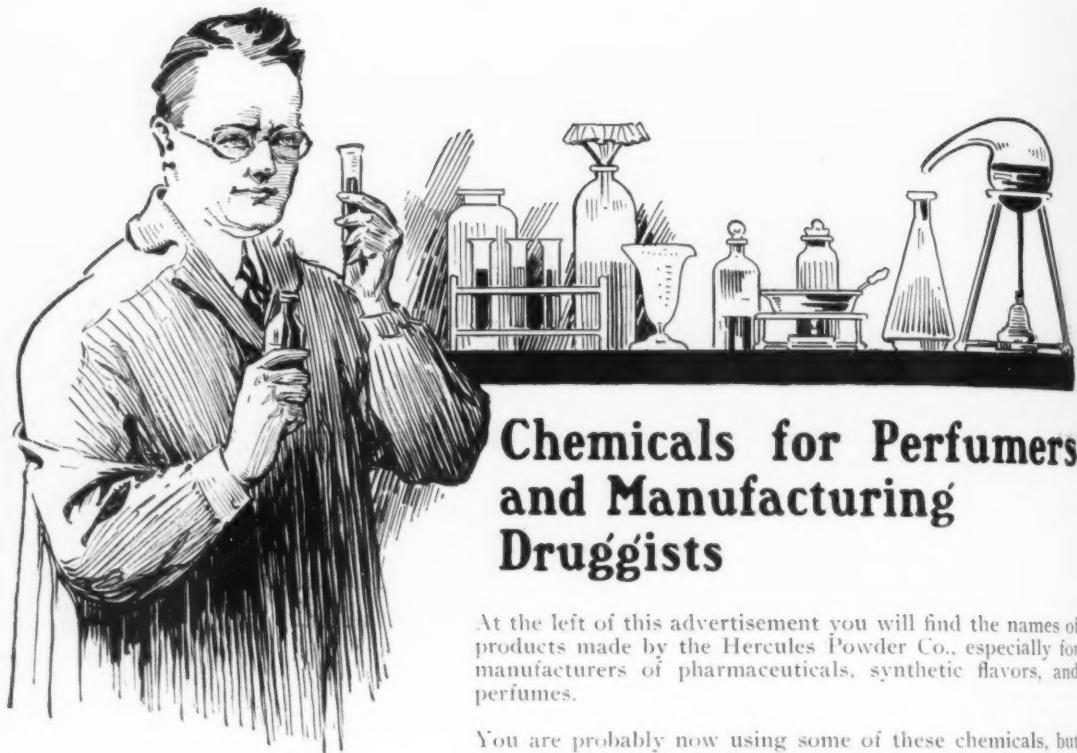
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PERFUMERS' WARE

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GLASS MFG. CO.*

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Chicago Representative
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Incorporated
8 Dearborn Street



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At the left of this advertisement you will find the names of products made by the Hercules Powder Co., especially for manufacturers of pharmaceuticals, synthetic flavors, and perfumes.

You are probably now using some of these chemicals, but there are others in the list whose names are less known in the trade—products whose physical and chemical properties may exactly fit them for an important part in your manufacturing processes—chemicals that may materially improve your products or help reduce the cost of manufacture. Our technical department is always ready to co-operate with you or your chemists. We shall be glad to furnish you with complete information regarding any of our products. The coupon is attached for your convenience. Mail it to the nearest office of the Hercules Powder Co., Chemical Sales Division.

- Amyl Butyrate**
- Butyl Butyrate**
- Ether (Technical & U.S.P.)**
- Organic Acids:**
 - Propionic Acid
 - Butyric Acid
 - Valeric Acid
- Sodium Butyrate**
- Sodium Valerate**
- Nitrobenzene**
(Oil of Myrbane)
- Valerates:**
 - Zinc Valerate
 - Iron Valerate U.S.P.
 - Ammonium Valerate U.S.P.
 - Quinine Valerate U.S.P.

Underline the Products that Interest You.

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- Soluble Cotton
- Leather Cloth Solutions
- Split Leather Dopes
- Waterproof Belt Cements
- Waterproof Cements
- Lacquer Bases
- Aeroplane Dopes
- Thinners
- Heavy Base Solutions

CHEMICALS

- | | |
|------------------------------------|---------------------|
| Ethyl Acetate (Acetic Ether) | Organic Acids |
| Ethyl Propionate (Propionic Ether) | Propionic Acid |
| Ethyl Butyrate (Butyric Ether) | Butyric Acid |
| Acetone | Valeric Acid |
| Ketone B | Caproic Acid |
| Dinitrotoluol (D.N.T.) | Glacial Acetic Acid |
| Valerates | Nitrate of Ammonia |
| Zinc Valerate | Nitrobenzene |
| Ammonium Valerate U. S. P. | (Oil of Myrbane) |
| Quinine Valerate U. S. P. | |
| Iron Valerate U. S. P. | |

Hercules Powder Co.—Chemical Sales Division.

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Kindly send information about products underlined.

We wish to use them for

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Address



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McCormick Building Fulton Building Chronicle Building
Chicago Pittsburgh, Penna. San Francisco



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INC.

PHONES 7055-7056 BEEK.



SALVINOL FLORA

Absolutely Odorless

Water White

Solvent for Musk and all Perfume Materials
Stronger than Benzyl Benzoate

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AUBEPINE Pure

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Bear in mind that connoisseurs here and abroad have said that our products have always answered favorably the most stringent tests for PURITY and ODOR QUALITY.

To capture the real flower tone

ISO BUTYL INDOL

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Ask for our complete catalog.

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15 BEEKMAN STREET
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COLLAPSIBLE TUBES

Pure Tin and Composition Metal

Plain and Decorated

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WHITE METAL MANUFACTURING CO.

CHAS. A. FULLE, Proprietor

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SAVE TIME!
INVESTIGATE**



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This top may be blown on any style of bottle.

WE WILL CHEERFULLY SUPPLY SAMPLE WITH FULL DETAILS, ON REQUEST.

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Established 1832

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Rose
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You Should Try

Our Famous

“Surfleurs”

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For the Bottler, Ice Cream Manufacturer, Extract Maker.

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PHENYLACET ALDEHYDE

ABSOLUTELY UNIFORM and highly refined.

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Perfect in color and odorless



Refined Neutral Wool Fats for all purposes

Prices lowest on the market

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"America's Original Refiners of Lanolin"

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 POWDERED

Our powdered Florentine Orris Root is milled from Select Florentine Root only, on which we have built a reputation.

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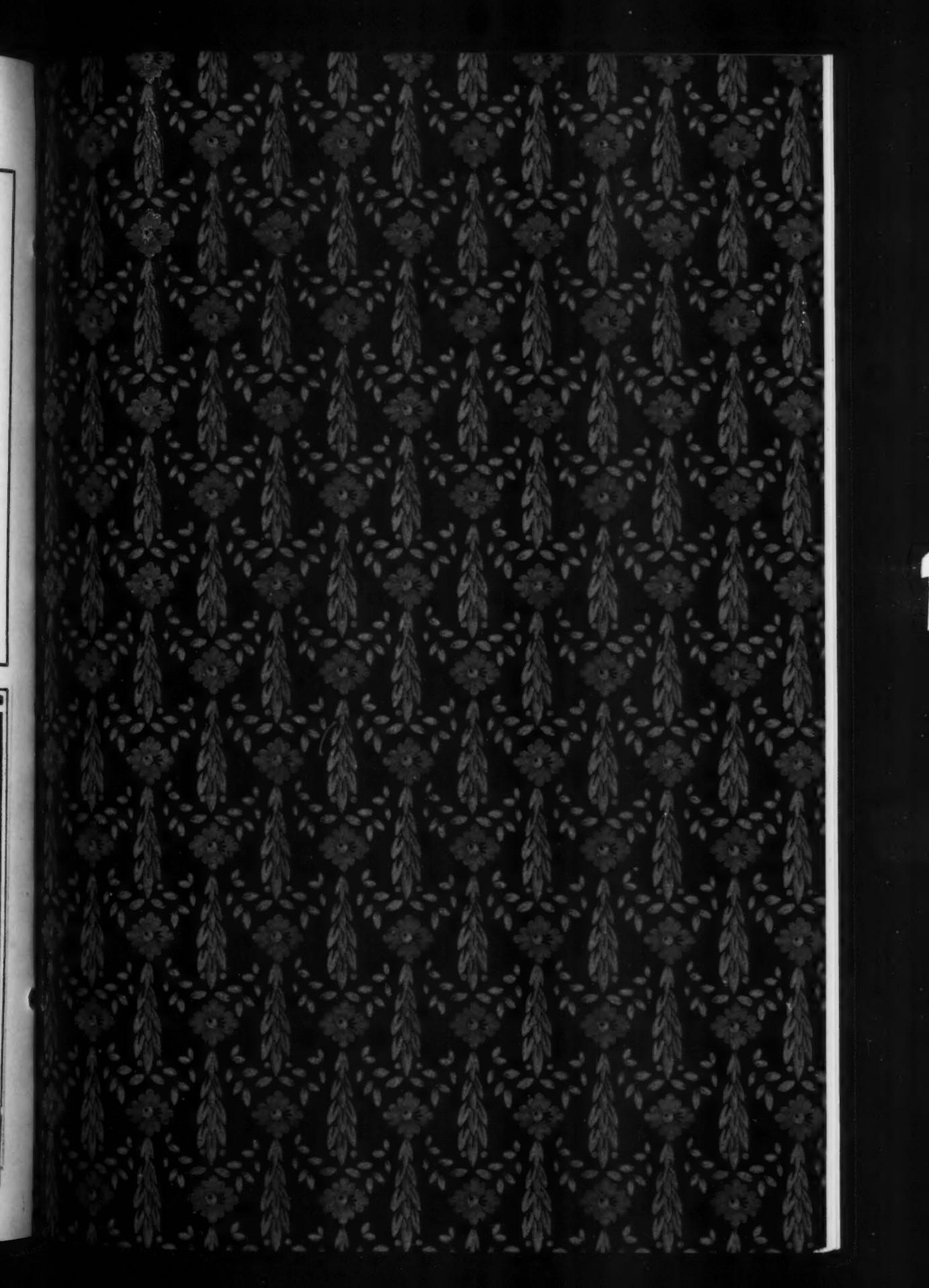
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LAVENDER FLOWERS
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Established 1910



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MEXICAN

THE AMERICAN PERFUMER

49

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PRECIPITATED CHALK
PREPARED CHALK

STEARATE OF ZINC
PARIS WHITE
WHITING—All Grades

Better Looking—Better Selling



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To Open
U-PRESS-IT
In Center



To Close
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Cap
On Sides

It is an exceptionally attractive and efficient closure. To remove instantly U-PRESS-IT in the centre, and to reseal U-PRESS-IT on the sides.

Its cost is moderate and it will add greatly to the sales value of your product.

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Produces that wonderful Blossom effect in a Lilac Perfume

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A true reproduction of the Flower

Can be used alone or in Bouquets for Perfumes and Creams on account of its delightful, sweet and refreshing odor effects

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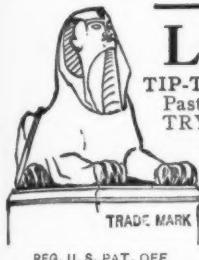
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A harmless means of imparting a uniform, lasting and rich auburn, or titian tint to the hair, without impairing its natural radiance, waviness, sheen, flexibility or silky texture.

Immeasurably Superior to Ordinary Henna

The huge demand for this article is ever increasing because of the decree of fashion, and our Hopkins Rajah Brand satisfactorily meets the exacting requirements of the most fastidious trade.

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SPHINX PASTE—For high grade labels to glass or paper.

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Sprinkler Tops**Essential Oil Cans, Screw Caps**

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for

Cold Cream Jars

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ATTRACTIVE DESIGNS IN
BRASS AND ALUMINUM**American Metal Works**

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AT 68c PER GROSS**POWDER COMPACTS**
AT 45c PER GROSSTHE
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(Continued on page 72)

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(Continued from page 70)

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(Continued on page 74)



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SITUATIONS WANTED

(Continued from page 72)

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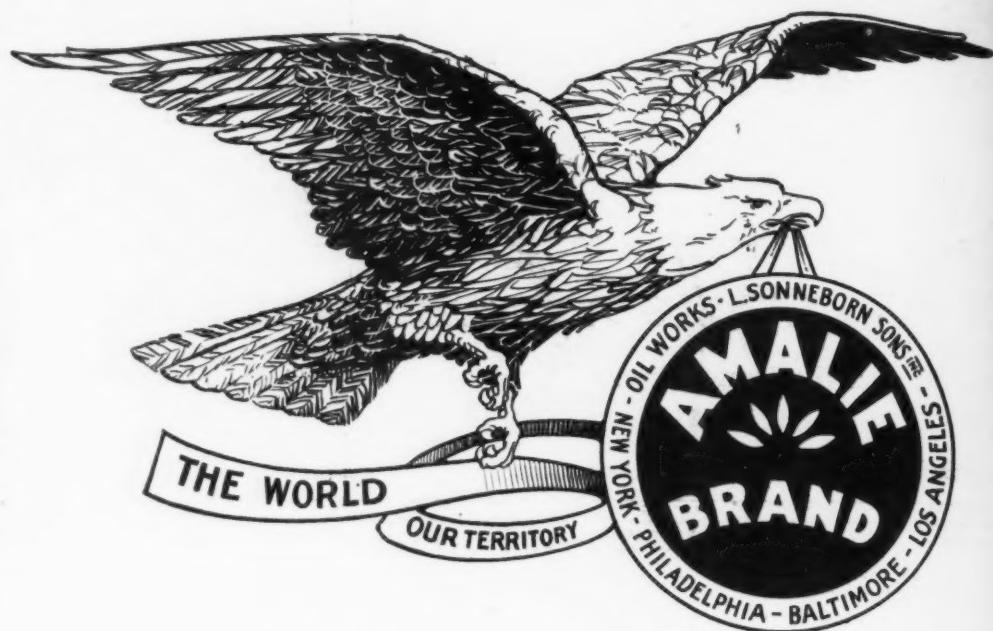
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